



# THE INDEPENDENT

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**GERMAINE GREER**  
**ANSWERS YOUR**  
**QUESTIONS** WEDNESDAY  
REVIEW FRONT

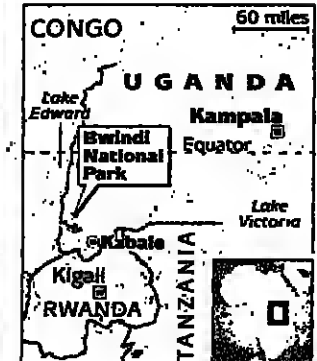
**BUSINESS REVIEW**  
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**BUSINESS REVIEW**  
RING OF CONFIDENCE

## Tourists raped and butchered in horrific act of revenge on Britain



Linda Adams from California, a hostage who got away by pretending to have an asthma attack, tells of her ordeal



### 'I escaped by faking asthma'

"THANK GOD I took an acting class at school," said Linda Adams, who had managed to escape from Hutu guerrillas after she was captured in the early hours of Monday morning. Ms Adams, 54, a Californian, had been freed by the Interahamwe extremists after faking an asthma attack. Her quick thinking as the hostages were being marched at gunpoint up a mountain trail probably saved her from being tortured and hacked to death. The gunmen came just as daylight was breaking over the Bwindi camp in the Impenetrable Forest on Monday. The attack was swift and deadly. The gunmen overran the guard post. The park rangers, half asleep and unprepared, had no chance against automatic rifle fire and grenades. Several were killed. The attackers then set the camp on fire. The sound of gunfire woke the tourists in the Bwindi who had gone there to see the elusive mountain gorillas on the Rwandan border. The first one

BY LUCY HANNAN in Kampala  
ANDREW BUNCOMBE,  
KIM SENGUPTA and  
ED O'LOUGHLIN in Nairobi

EIGHT WESTERN tourists, including four Britons, were raped, tortured, and butchered by their Hutu kidnappers yesterday in an horrific act of revenge against Britain and America. Survivors of the Ugandan safari kidnapping said that the Hutus deliberately selected the British and Americans tourists, releasing French and some other nationalities. "The rebels were looking for Americans and British," said Hussein Kivumbi, manager of one of five camps raided by the Hutu rebels. "They killed four women and four men with knives, machetes and axes. There were no gun-

shots. They wanted them to move fast, but some couldn't. So they killed with machetes one man and one woman who couldn't walk. Then they killed another three. "There was no rescue. The soldiers found the bodies inside Congo, and then they found the six who were released and came down the mountain." Captives who escaped said the execution-style killings came after the women had been raped. Mr Kivumbi said the rebels left written messages on the massacred bodies, reading: "Americans and British, we don't want you on our land. You support our enemy Museveni." The French deputy Ambassador to Uganda, Anne Peltier, was told by the kidnappers: "[We] are not happy with the Americans and British because

they have preferred to support the Tutsi ethnic minority against the Hutu majority." Last night Tony Blair, on a trip to Italy, called the killing "an act of wickedness simply beyond belief." He pledged to do "everything in Britain's power to pursue justice." Hours after Mme Peltier and the other freed tourists fled the Hutus murdered eight of their hostages. One American survivor, Mark Ross, said: "The ones I saw had their heads crushed and deep slashes with machetes." They were killed the same way as most of the 800,000 Tutsis massacred by the Hutus in Rwanda in 1994. Six tourists escaped, believed to be two Britons, an American, a Swiss woman, a New Zealander and a Canadian. They are in the Ugandan capital Kampala. Last night one of dead Britons was named as Mark Lindgren, 23, a former university graduate from St Albans,

Hertfordshire, on holiday in Uganda before starting his first job. A friend at the family home said: "We are absolutely devastated, the grief is enormous." The High Commissioner in Kampala, Michael Cook, said: "Reports of clashes between the army and the rebels are still unconfirmed. Our concern now is with these survivors to see that they are physically well, as most of them are in a very traumatised state." Last night the bodies of the victims lay in the Mulago hospital morgue in Kampala. Officials, assisted by the survivors, will positively identify them today. Relatives have been kept informed. It is thought 31 tourists were initially abducted in co-ordinated raids at three camp sites at the Impenetrable Forest in the Bwindi National Park in

south-western Uganda in the early hours on Monday. Four Ugandans - a game warden and three of his rangers - were killed as they tried to prevent the rebels from attacking the camp sites. Yesterday Australian diplomatic sources told *The Independent* the rebels split their 14 remaining captives into three groups and led them into the forest. Five bodies were later found at one location and three in another. The campsites were owned by three operators. One of the groups, Acacia Expeditions, from London, said 15 of its clients had "been involved". Spokeswoman Sue Oakland said four clients were "safe". Last August four tourists, including a Briton, were kidnapped by Rwandan Hutu rebels. Three are still missing

to wander out of her tent to find out what was going on, rubbing the sleep from her eyes, was Ms Adams. "The sound in the valley, the vibration was quite a shock. I got out of my tent and I walked around the corner - and then I got caught," she recalled back in Kampala yesterday, at the Sheraton hotel, a world away from the nightmare of what happened at Bwindi. Ms Adams, of Alamo, southern California, was travelling alone. Her father had advised her against going because he was worried about her safety. She continued: "I saw gentlemen running with guns and four of them came over and grabbed me, all the money that I had, and told me to sit down. There was an older person leading them, he seemed quite calm. They all spoke French. "After a while they brought

CONTINUED ON PAGE 3

## Argentine admits foul play over Beckham



NOW IT can be revealed: the great villain of last year's sporting summer and the man overwhelmingly blamed for England's exit from the World Cup finals was probably more sinned against than sinning. David Beckham, a hate figure for some since being sent off against Argentina in the second round of France 98, received an apology of sorts yesterday when Diego Simeone, involved in the incident that led to the dismissal, admitted he

conned the referee. With timing that would have brought an admiring nod from Machiavelli, he admitted exaggerating his injury when Beckham flicked out a foot at him in St Etienne. That they meet again for the first time tonight when Manchester United play Internazionale of Milan in the quarter-finals of the Champions League is, of course, irrelevant. "Let's just say the referee fell

into the trap," Simeone said. "It was a difficult one for him to have avoided because I went down well... You could say my falling transformed a yellow card into a red card but in fact the most appropriate punishment was a yellow one. In reality it wasn't a violent blow, it was just a little kick back with no force behind it and was probably instinctive. The referee was right there... and probably punished that intention to retaliate."

Effigies of Beckham have been burnt outside some grounds and he has been the victim of abuse from opposing supporters in every game he has played. At one stage it was feared he would have to be transferred to a foreign club to escape the vitriol. Which is unlikely to make Simeone's sympathy easy to accept. "In England they wanted to put all the blame on Beckham but they had just as good a chance of knocking us out.

And it certainly wasn't his fault; we were better and luckier in the penalty shoot-out. We're talking about a player who... is excellent and has a truly great future ahead of him." The reaction Simeone expects tonight? "I might get whistled," he replied, "but if that happened the English fans would only make me happy. I adore it when rival fans whistle at me. It really fires me up." In that case he should be a very happy man at Old Trafford.

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TODAY'S TELEVISION  
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**I'm moving**  
From March 8th  
From next Monday you'll find Trevor McDonald at 6.30, not 10pm. Which means there's now room for uninterrupted films, dramas and edgier shows. All followed by a later news as well as 11pm, with Dermot Murray.

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created interest in Britain's General Communications Headquarters, in charge of collecting and decoding radio signals. It asked its American counterpart, the National Security Agency, in Maryland, for an explanation.

It did not provide one. "We don't tell the British everything, even if they are our closest

My escape fr







# Gaddafi says a Lockerbie deal is 'near'

THE LIBYAN leader, Colonel Muammar Gaddafi, yesterday made his clearest statement so far that he is prepared to hand over two Lockerbie bombing suspects. In an unusually positive statement he said: "A final agreement is near. I ask the Libyan people to trust South African President Nelson Mandela and Saudi Arabia, who asked us to accept [the deal]."

"In fact Mandela's word is for me stronger than a Security Council resolution... and I have a written letter signed by [Saudi] Crown Prince Abdullah with assurances."

The United Nations is currently awaiting Col Gaddafi's decision whether to hand the men over for trial by Scottish judges in a special court in the Netherlands. In his speech, broadcast live by Libyan television, Col Gaddafi added: "It is not possible to doubt the fairness of a Scottish court, because it would not be exposed to pressures from intelligence services nor to a British Government order over whatever ruling. It would not include jurors and would sit in the Netherlands not in Britain."

In the broadcast, Col

BY PAUL LASHMAR

Gaddafi said a Saudi envoy had arrived in Libya yesterday and that President Mandela and the Egyptian President, Hosni Mubarak, had spoken to him as part of international efforts to reach a deal on Lockerbie.

However one diplomat in the region said that Col Gaddafi still seemed undecided over whether to surrender the two men, Abdel Basset al-Megrahi and Lamen Khalifa Fhimah, who are accused of placing a bomb aboard Pan Am flight 103 which exploded above Lockerbie on 12 December 1988.

Dr Jim Swire, a spokesman for the British families of those killed in the bombing said yesterday: "This looks very promising. This is Gaddafi himself spontaneously agreeing that agreement is near."

"It is very encouraging that he is saying to the Libyan people that the reassurances of Mandela, the Saudis and the Egyptians should encourage them to accept." But Dr Swire pointed out that the statement had been through several translations and advised some caution. "He hasn't said what he

means by 'near'. But it is all very promising." A Foreign Office spokesman said, "We hope the suspects will now be handed over. We have done all we can to persuade Libya that there is no hidden agenda."

Reports at the weekend that Britain and America had given Libya a 30-day deadline to hand over the two suspects in the Lockerbie bombing case have been denied. Dr Swire, had initially said that the deadline was "very unhelpful" but now says he believes that claims of such a deadline were media "spin" from New York. "I have spoken to the Foreign Office at some length," he said "and they have assured me it is not a 30 day deadline."

The Foreign Office said the 30 day timeframe was not a deadline but "a reasonable period of time" in which to respond. The reports followed a letter sent late last week by the UN Secretary-General, Kofi Annan, to Col Gaddafi.

After a number of concessions in recent weeks the Libyans have yet to make a final decision but yesterday's speech suggests Col Gaddafi may soon agree to hand the two men over



Pupils from New End Primary, London, at yesterday's lunch at St John's, Smith Square, of Schoolsong 2000, for school choirs John Voss

## Skin expert warns of sunbed danger

A LEADING skin specialist warned yesterday that UV-powered sunbeds could cause permanent damage to the skin and said he would call for them to be banned if they were not already so widespread.

Professor John Hawk, consultant dermatologist at St Thomas' Hospital in London, said up to 60 per cent of people

BY JEREMY LAURANCE  
Health Editor

using sunbeds twice a week for more than two years could be at risk of skin cancer and other complaints.

Speaking at the launch of a Health Education Authority campaign on the risks of sunbeds, Professor Hawk said a

ban on sunbeds was "impossible at present" because, "there are huge commercial pressures from the manufacturers who have a lot of influence".

Sunbed manufacturers dismissed his claims, saying that sunbeds were still safer than natural tanning outdoors.

Professor Hawk said: "Sunbeds have only been around for

20 years and it can take up to 20 to 30 years for skin cancers to develop." He added: "We have been told for years that sunbeds are safe but they are not."

A Health Education Authority survey found more than three million people in the UK had used a sunbed in the past year. Manufacturers insisted that strict safeguards meant their

products were safe to use. A statement from The Sunbed Association said: "Obtaining a suntan... through the sensible use of a sunbed, is undoubtedly a more responsible approach to getting a suntan than over-exposure to natural sunlight."

More than 40,000 people are diagnosed with skin cancer each year; 2,000 die from the disease.

## Dixons See the new Palm V exclusively at Dixons

Launched to press acclaim last week, 3Com's Palm V is lighter, thinner and sleeker than any Palm Organiser before. Yet its ultra-slim, ultra-stylish anodised aluminium profile with a razor sharp LCD screen houses an awesome amount of data - all of which can be instantly synchronised with your PC.



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## Beef ban may not be lifted until June

THE WORLD-WIDE export ban on British beef will stay in place at least until summer, because of government delays in meeting the conditions to which it agreed last year.

Despite the fanfare which greeted the decision in principle to lift the embargo, officials believe June is the earliest exports could resume, several months later than predicted. And the Conservatives said the emergence of a letter from the Chief Veterinary Officer raised the possibility that the Prime Minister had misled the Commons on the issue last week.

Last Wednesday Tony Blair said the UK had "of course invited the inspectors" but an invitation from the Chief Veterinary Officer, James Scudamore, appears to have been faxed to the European Commission the following day. It suggests the inspection team may be invited during the week of 29 March or 5 April, the first step in a process expected to take two months.

Under the deal the Government has to invite EU inspectors to verify that all the conditions are in place. They are stringent enough to deter almost all abattoirs, because those which want to export meat must devote their work exclusively to that market. They also need to put in place

BY STEPHEN CASTLE  
In Brussels

a tracking system for cattle which proves they were born after August 1996, the date by which contaminated foodstuff had been banned in the UK.

Inspectors will have to compile a report to be discussed by the Commission. That will be followed by consideration by the Standing Veterinary Committee, followed by a proposal from the Commission, expected to result in lifting the ban.

In the letter Mr Scudamore asked for the normal 25-day period for drawing up the report to be condensed to 10 days.

Yesterday the Commission said the slippage was due to the Government, adding: "The ball has been in their court."

Another official refused to confirm whether the 10-day procedure would be adopted, adding: "There is an emergency procedure. Sometimes we follow that procedure, sometimes we do not."

Whatever the timing, the quantity of beef exported when the ban is lifted is likely to be tiny, because the Government has found few abattoirs interested in trying to rebuild export markets. With consumer resistance to British beef high, few abattoirs feel that the investment is justified.

Tim Yeo, shadow agriculture minister, said: "It is three months since the much-brumped announcement that the ban was being lifted and it is going to be at least another three months before exports take place. There is also a question about whether the... Commons was misled."

A spokesman for the Ministry of Agriculture, Fisheries and Food said that "one or two" abattoirs had been identified for inspectors to visit.

The hotel in Newport where the Prince of Wales was served banned beef on the bone suffered another blow when its head chef resigned yesterday. Eddie Fitzpatrick joined the hotel as executive chef from the Ritz Carlton in Barcelona a few weeks ago.

Although he did not prepare the beef, he supervised all the chefs at the hotel, including Trevor Jones, who cooked the joint so publicly sampled by Prince Charles and the Secretary of State for Wales, Alun Michael.

The hotel has apologised for any "embarrassment" caused to the Prince of Wales and Mr Michael, who said they had inadvertently eaten the meat, but it has not staved off possible prosecution by environmental health officers, who have launched an investigation into the incident.

### IN BRIEF

**Displaced islanders to sue Britain**  
ISLANDERS FROM the Indian Ocean, protesting against their removal from their homes 30 years ago to make way for an American military base, are taking the British Government to the High Court. They were moved from the British territory of Diego Garcia in the late Sixties.

**Boys of 13 on rape charge**  
TWO boys aged 13 have been charged with raping a girl of 12, police said yesterday. They have been given conditional bail and are to appear at Doncaster youth court on 1 April. The charges follow an alleged incident in Lakeside Boulevard, Doncaster, on 20 February.

**No prosecution for riot death**  
NO ONE should be prosecuted for the death of a woman during a riot on a housing estate in Lincoln last September, the Crown Prosecution Service announced yesterday. A police woman had been accused of hitting Rosemary Ryle, 37, with a lump of wood.

**London's bad for the young**  
MANY London teenagers think the capital is unhealthy, with poor air quality, too much traffic and dirty streets, a survey by health policy think-tank the King's Fund, showed yesterday. Two-thirds of those aged 16 to 19 believe London will be even more unhealthy in five years.

## Elderly enlisted by Straw

BY JON SMITH

THE HOME Secretary, Jack Straw, last night said grandmothers could be some of the most effective members of society in his war against the "walk-on-by" culture.

In an interview on the BBC News Online website he urged people not to put themselves at risk by tackling hooligans, but he stressed: "Some of the most effective people at tackling these youngsters are grandmothers because they know how to deal with these lads."

"On the whole, you don't hit your mother, you don't hit women."

Mr Straw also recounted one of his own run-ins with criminals. "If you're faced with someone who is being chased down a turning as I was four years ago and someone shouts, 'Stop him, he's just robbed somebody!', you've got to make a very quick decision."

"I stopped him. I had a vague recollection of how I rugby-lacked 20 years before and it worked. It may not have done. He may have had a knife with him, but there you are."

## YVONNE ROBERTS

**It's a tale of slap and fickle - and it's bound to end in tears**

IN THE WEDNESDAY REVIEW PAGE 4

Handwritten note: Jp 11/1/50











**leath**

Galina Pichkina: The were herded away

# Soundbites and slogans join great quotes of the age

BY DAVID LISTER  
Arts News Editor

THE SOUNDBITE has been acknowledged as equally important in the history of the 20th century as the seminal political speech or the utterances of the greatest scientists and inventors.

The paperback edition of the *Oxford Dictionary of 20th Century Quotations* is published at the end of the year, and the compilers have "Gone to work on an egg", setting up a generous section on advertising slogans bound to irritate novelists, and parents already driven to distraction by children mimicking TV catchphrases.

Alas, Salman Rushdie's "Naughty but Nice" from his brief sojourn as a copywriter fails to make the Oxford. He has to be satisfied with the less catchy quote from his post-advertising days: "One of the things a writer is for is to say the unsayable, speak the unspeakable and ask difficult questions."

Elizabeth Knowles, the *Dictionary* editor, says: "It is possible to see different forms of source becoming dominant. In



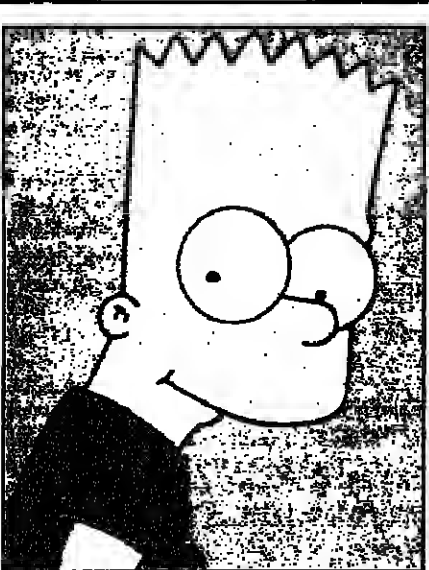
"Never in the field of human conflict was so much owed by so many to so few"  
Winston Churchill on the Battle of Britain, House of Commons, 1940



"That's one small step for man, one giant leap for mankind"  
Neil Armstrong, 1969



"You cannot be serious"  
John McEnroe to a Wimbledon umpire, 1981



"Eat my shorts"  
Bart Simpson, 1990 and onwards



"Go to work on an egg"  
British Egg Marketing Board, 1957

the first half of the century the major sources of quotation came from the written word in poetry, plays and novels, or the spoken word through the medium of major speeches on formal occasions. Lately, the possible canon has widened to include

what might be thought more ephemeral material - soundbites, online sources, films, television and advertisements.

Ms Knowles points out that through what seem ephemeral soundbites we can trace changes in manners and social

mores, and track the "sound of the 20th century". She says: "Evening all" is Sergeant Dixon's opening to *Dixon of Dock Green*, first spoken in 1968; a contrast to the 1990s aggression of "I'm Bart Simpson: who the hell are you?"

One of the most interesting sections deals with misquotations of the century. Ms Knowles says: "One of the features of popular culture is that quoted material is often modified by the quoter." So, if you thought someone really did say

"Beam me up, Scotty" or "Crisis, what crisis?" or "The white heat of technology" or "Play it again, Sam" or "Me Tarzan, you Jane" you would be wrong. They were: "Beam us up, Mr Scott", and "Crisis, what crisis?" was a *Sun* headline, not a piece

of prime ministerial rhetoric by James Callaghan. And even that might have been borrowed from a Supertramp album title. Harold Wilson actually talked about "The white heat of this revolution" and Humphrey Bogart said, simply: "Play it, Sam".

And the immortal "Me Tarzan, you Jane" was neither in movies nor the books. The Tarzan film star Johnny Weissmuller said it in a magazine interview as a throwaway line.

Leading article, Review, page 3

## Police warn of illegal cloning

BY JANIS BENNETT  
Crime Correspondent

AN ILL-FOUNDED body parts and organs, engineered by a team identified by police as a challenge for organ donors.

The human organs unit at the National Institute for Research in Biomedical Sciences, Madrid, is accused of a scheme to produce legal parts of the human body, as well as organs, for sale.

Crime investigators have been alerted to the unit's activities by a report from a source who claims to have been in contact with the unit's head, Dr. Juan Carlos Rodriguez.

Dr. Rodriguez is said to have been in contact with a number of people, including a man who claims to have been in contact with a number of people, including a man who claims to have been in contact with a number of people.

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## Smoking rising for first time since 1972

BRITAIN'S BIGGEST cigarette manufacturer yesterday claimed that adult smoking was on the increase for the first time in a generation, fuelled by a flood of cheap, bootlegged imports.

Gallagher, which produces the Benson & Hedges and Silk Cut brands, said the proportion of British adults who smoke cigarettes rose from 22.3 per cent to 23.2 per cent last year. The rise equates to half a million more adult smokers.

The company says the high levels of duty imposed on tobacco in the UK meant a typical packet of 20 cigarettes costs £3.60 compared with £2.60 on the black market. The Government is committed to above-inflation rises in tobacco duty each year to help curb smoking. Gallagher said it had given its findings to the Government ahead of next week's Budget. "Our message to the Government, is that if you are doing this to reduce smoking, it's not working."

Gallagher denied that cutting duty levels would also lead to a rise in smoking. "It is better to have control of the market... so we can stop the selling of cigarettes to children," a spokesman claimed.

But pressure groups blamed the rise in smoking on promotion by the tobacco companies. A spokeswoman for the anti-smoking pressure group Ash said: "The companies have been targeting students by concentrating their marketing around nightclubs and handing out free cigarettes at promotional events. We know there has been a rise in smoking

BY NIGEL COPE AND  
JEREMY LAURANCE

among teenagers and those in their early twenties but it is not bootlegging that is responsible."

If the rise claimed by Gallagher is confirmed it will be the reversal of a downward trend. Smoking has been declining steadily at about 1 per cent a year since 1972 when half the population were regular smokers. Latest figures for 1997 show 28 per cent of women and 29 per cent of men smoke.

A survey by Mintel last year gave the first sign that the 25-year fall in smoking had stopped. It suggested the overall number of smokers had risen slightly. New official figures will not be published until later this year. There was a blip in the figures in 1996, the most recently published data. According to the government's General Household Survey that year the proportion of adults smoking rose from 28 per cent to 29 per cent between 1994-96.

Gordon Brown, the Chancellor of the Exchequer, is likely to increase taxes on cigarettes in his Budget next week despite Treasury concern about an alarming rise in tobacco smuggling, ministers hinted yesterday. During question time in the Commons, Tessa Jowell, the Public Health minister, gave a clear signal that taxes would be increased.

Mr Brown is expected to announce an investigation into the operation of Customs and Excise after officials said he was losing more than £1bn in duty a year through organised smuggling.

## Dundee gives African tribe wet response

WHAT'S IN a name? Take Dundee. A tribal chief from Cameroon was so struck by the similarity between the internal alliterative qualities of the name and that of his own village, he wanted them twinned.

To Chief Gaston Kamsung - who consulted an atlas for a suitable partner - the Scottish town sounded pretty much like Ndounde. Ndounde has a population of 2,000 - mainly subsistence farmers, while Dundee, the erstwhile capital of jute and jam, has 150,000 residents. But it was the sound of

BY STEPHEN GOODWIN  
Scotland Correspondent

the name that was important. Alas, Dundee is already twinned with five cities so council leaders "politely declined" the request. But tonight local businesses are supporting a charity auction to raise £20,000 to provide Ndounde with a fresh water supply. "I know the people of Cameroon are grateful for the support we've offered," said the Lord Provost, Mervyn Rolfe. "All we've asked is they send us a couple of decent footballers."

## MILES KINGTON



'Formulaic' is a word much used by lazy TV executives

THE WEDNESDAY REVIEW PAGE 2

# TV NEWS IS GETTING BETTER

## 6.30

ITV EVENING NEWS  
TOP STORIES FROM THE TOP TEAM

## ITV NIGHTLY NEWS TOMORROW'S NEWS TODAY

from March 8th

itv







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**...of controlling himself, peace.** All he has to do is glance at those reports about terrorist activity and the nuclear program right. Best to look away but they're right to watch. The foreign secretary is seeing outside the time to address the House about the fate of four Israeli soldiers, a matter with no strategic implications. But he cannot pass up a statement about increasing military action against Israel's enemy Mr. Barak's colleagues, so sensitive and responsive to other which display a situation on this matter and it was to them or Parliament's credit

## Silent MPs listen to Uganda statement

**FOREIGN AFFAIRS**  
**BY COLIN BRUCE**

THE COMMONS listened in shocked silence to an emergency statement by the Foreign Secretary in which he announced that four Britons had been killed after being taken hostage in Uganda.

British Consul said last night that he was working on information about the deaths of the four British tourists and assistance by the Foreign Affairs Minister hours earlier that a compensation would be paid to the family of the woman who died.

"We are seeking information from the relevant authorities of the companies in which we have taken place," Mr. Saeed said. "It is not yet clear whether the liquidation involves a company directly but I will keep you posted as we will wait for a further explanation."

Mr. Howard said that the  
Office have some of the  
most valuable and interesting  
material. He said that he  
had seen the material and  
that it was very valuable  
and that it was very  
interesting.

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# Labelling fails to identify GM foods

**THREE-QUARTERS** of common foodstuffs sampled in supermarkets could contain ingredients made from genetically modified (GM) soya or maize, but do not say so on their labels, according to new research.

A poll of 2,000 people by the Consumers' Association released yesterday found that 90 per cent of people had heard of GM food, of which 94 per cent wanted such ingredients clearly indicated, and 92 per cent wanted labelling extended to include processed derivatives of GM ingredients. Helen Parker, editor of *Which?*, the association's magazine, called on the Government to clear up the "confusing" labelling for such foods, principally soy and maize sourced from the United States.

The research came as Tony Blair repeated his defence of GM foods. The Prime Minister said in a Commons written reply: "All GM food produced in the UK has been approved by independent expert scientific advisers." But the claim rang hollow because no GM foods are actually produced in the UK. While products such as tomato purée made from GM tomatoes have been on sale in British supermarkets since 1996, it is made from tomatoes grown in North America.

In the new survey, Which? investigated 32 foods, including supermarkets' own brands from Asda, Sainsbury, Sainsbury and Tesco. None had labels declaring whether they did or did not contain GM ingredients, but only eight of the sample, including Kellogg's Cornflakes and Heinz Rice Pudding for children, could be confirmed as coming from a non-GM source.

The remaining 24 were claimed by the makers to be ex-

**BY CHARLES ARTHUR**  
Technology Editor

empt from labelling, on the basis that the GM element could be an additive, used as a processing aid, or was removed in processing. "There are so many loopholes and exemptions that, even if the current labelling laws were fully enforced, consumers would still be left in the dark," said Ms Parker.

Although European Union laws insist GM foods should be clearly labelled, that is not possible where GM products are grown and harvested in the US, and mixed with non-GM product before shipping. Soya-derived ingredients such as lecithin – used in chocolate – and other GM ingredients that contain no protein or DNA do not have to be labelled.

The Food and Drink Federation, representing the UK food industry, said: "Blanket GM labelling of every ingredient derived from soya and maize would not be meaningful or useful."

■ Michael Meacher, the Environment minister, has ordered a review of new data suggesting that bees or the wind could carry pollen from trials of GM crops to fertilise standard varieties.

But members of the Advisory Committee on Releases to the Environment (AcRe), which advises the Government on GM crop trials, yesterday rejected as absurd data released by the Soil Association, which represents organic farmers. The data suggests that pollen from GM maize can spread further than the 200-metre boundary around the plants, and that almost 1 in 100 maize kernels would be pollinated by foreign pollen.

## Irvine's postage invites criticism

**TO A MAN** who spent £650,000 of public money on wallpapering his lavatory, the sum of £9.80 must seem like a piddling amount.

However, the admission by Lord Irvine of Lairg, the Lord Chancellor, yesterday that he had used his office to send out invitations for a private party at the Garrick Club has created a political stink that would defy Domestos.

In a move guaranteed to send Jeremy Paxman's raised eyebrows into orbit, Lord Irvine posted letters at public cost to persuade Garrick members to allow one of his friends to rejoin the esteemed London club.

If only Mr Paxman, who was blackballed by the club when he applied, had the social connections of Andrew Patrick, the managing director of the

**BY PAUL WAUGH**  
Political Correspondent

**Fine Art Society and pal of the Lord Chancellor. In a letter that suggests New Labour's "old boys' network" is as effective as that of the Tories, Lord Irvine pleaded with fellow members to attend a party to support the membership application of Mr Patrick.**

When the use of public funds was revealed yesterday, the Tories expressed outrage, claiming that the incident was yet further evidence of the Lord Chancellor's arrogant approach to his role.

A spokesman for the chastened cabinet minister said: "It was a simple oversight. The Lord Chancellor will be reimbursing the cost of the postage. The cost is £9.80."

# Muddy colours dominate the Milan catwalk

**THE MIGHTY** MaxMara showed both its mainline collection and the younger Sport-max line in Milan yesterday. Both labels are much loved in Italy—the company is the only one to rival Armani in profits year after year.

**BY SUSANNAH FRANKEL**  
in Milan

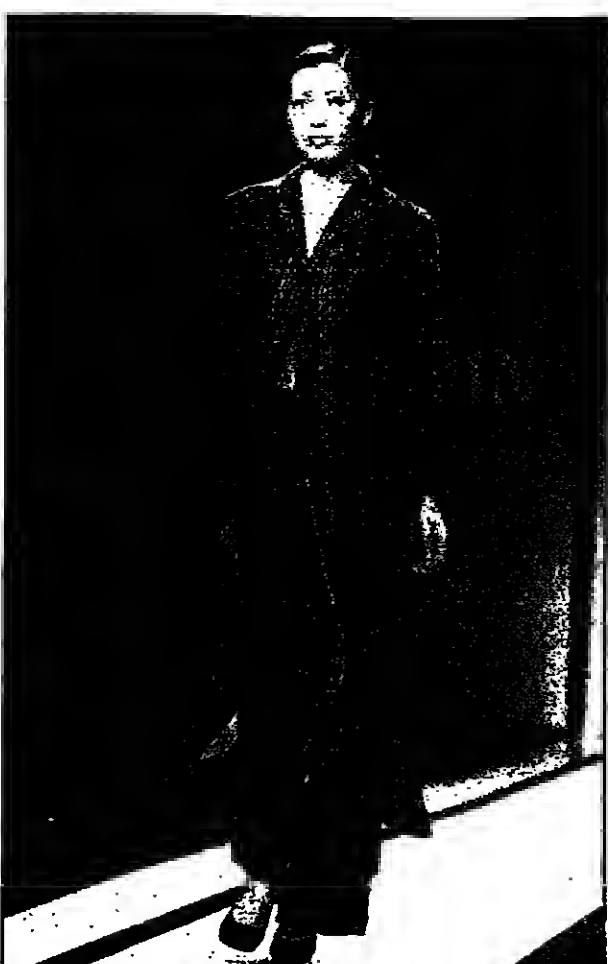
The formula for MaxMara mainline is simple. Take the trends turned out by more directional labels — namely Gucci and/or Prada — and turn them down for wider public consumption. It works season after season — beautifully made clothes that won't frighten the less fashion-literate customer.

Some cause for concern for any consumer, however, might be that the palettes for the next millennium look likely to be decidedly muddy. Sunday's Prada show featured acres of sludgy hues. MaxMara travelled a similar route, with shades of caramel, honey and

sage. There were plenty of coats, of course. The label is famous for them: long, narrow and in softest cashmere or more sporty, knee-length and with big, soft hoods.

The hippie-chic look was still in evidence, if more subdued. Sweaters and skirts in mohair and suede were pure Annie Hall in flavour - for evening they came appliqued with tarnished silver and gold.

The Sportmax show as usual offered a less classic look than its big sister, but colours were similarly downbeat. The ubiquitous fleece made an appearance. More worrying was the return of the rugby shirt, worn over sloppy pants and full skirts - a little touch of the great British youth club has arrived in Milan, it seems.



**More grey days ahead forecast by both Erreuno (left) and Roberto Cavalli at Milan yesterday**

**MaxMara's car coat and matching skirt** *Luca Bruno*

# WORLD ON BRINK OF RECESSION?

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**PARENTS ARE** complaining that an oversubscribed secondary school is being unfair, selecting its pupils according to the number of days they have been absent from primary school.

"endless" meetings about the best way to admit pupils and he believed the system was fair and objective. "We were simply not going to go down the road of testing them for aptitude or

who had been absent because of sporting injuries, it had been most helpful and the boy he had been given a place.

**The settlers have finally won the Knoydart estate, helped by Chris Brasher (top) and Sir Cameron Mackintosh**

of £1.4m left by the last private owners – a company controlled by the discredited English businessman Stephen Hinchliffe.

Nevis (Heaven) and Hourn (Hell) in north-west Scotland. Inverie, where most of the people live, can be reached only by

The purchase money has come from varied sources:

pealed to ministers to make sure there was money available for communities just as deserving but less well known.

down Victorian sporting estates and reformers and lairds alike will be keeping a close eye on the foundation's stewardship.

**BY JEREMY LAURANCE**  
Health Editor

The aim of the tests is the early detection of colorectal (bowel) cancer, of which there are some 30,000 cases a year.

samples. For too long the British public has been quite literally dying of embarrassment. We urge to hack the screening project and help put an end to this needless waste of life."

# Kosovo 'coup' b hope of

## Police negotiate end to hijack

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**IN BRIEF**

**More free pressmen to try**  
The National Press Council has announced that it will accept applications from more journalists to be members of the council. The council is a body set up to regulate the press and to ensure that it operates in a fair and impartial manner. It has the power to discipline journalists who breach its code of conduct.

**Police leaves Lusaka with no**  
The police have left Lusaka without any of the equipment or vehicles that were seized from them during the recent protests. The police had claimed that the equipment was stolen, but the protesters have refused to believe this. The police have also been accused of using excessive force against the protesters.

**Humanists apologise for re**  
The Humanists have issued an apology for the role that they played in the recent protests. They have admitted that they were involved in the protests and that they were responsible for some of the damage that was done. They have also expressed their regret for the loss of life and property during the protests.

**Evangelicals' singing all-in**  
The Evangelicals have been singing all-in during the recent protests. They have been using their music to express their anger and to demand justice. They have also been using their music to encourage the protesters to stay peaceful and non-violent.

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## Shyness hinders cancer testing

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# Kosovo army 'coup' brings hope of peace

THE YOUNG men who run Kosovo's guerrilla army have deposed the movement's revolutionary elder statesman, a move that appears to ensure the Albanian delegation will sign the peace deal brokered at talks in Rambouillet last month.

Adem Demaci, the radical who served 28 years in Serbian prisons for his separatist ideals, issued a passionate denunciation of the deal, declaring that it "will not liberate Kosovo from Serbian slavery". Despite his protests, the new generation has decided the Rambouillet deal offers the best hope for eventual independence.

Hashim Thaci, known as Commander Snake, is lined up to become prime minister in a provisional Kosovo Albanian government that will rule until elections are held nine months after the deal is signed.

Power, both political and military, now stems from the general headquarters of the Kosovo Liberation Army (KLA), run by Suleiman Selimi, known as Sultan. Mr Thaci and two others, all of them friends from student days in Pristina, The Democratic League of Kosovo, once the political face of Albanian separatism, and the new Liberal Democratic Party, will share ministries with the KLA but are clearly the junior partners now.

According to Dukagjin Gorani, an Albanian journalist attached to the peace delegation in Rambouillet, Mr Thaci (who was sentenced in *absentia* to 22 years' jail for terrorist offences by the Yugoslav courts) is the pragmatist who forged consensus among his comrades and who won concessions from the West by holding out beyond the first deadline.

"Thaci was basically playing on brinkmanship. I'm not sure of his talent for politics, but he

**BY EMMA DALY  
in Pristina**

certainly did extract as much as possible," he said. And although the ethnic Albanians were severely criticised for not signing at once and demanding a two-week period for consultations, Mr Thaci had good reasons for demanding a delay.

"What Thaci was in fact fearing in Rambouillet was that any hasty move might have inspired bloodshed among Albanians in Kosovo," Mr Gorani said. This was echoed by Commander Drini, who commands the rebels south of Pristina. "The [best achievement] of the Albanian delegation was that they went into Rambouillet separated and they came out united," he said last week.

Despite their image as hot-heads, the young KLA commanders — the four top men are 30 or under — appear to adopt a more moderate line than some of their older supporters in politics or business abroad. They are all university graduates who feel a burden of care for their people.

"They carry their responsibilities quite heavily," said one Western official. "It's as closely knit a force as you would expect. They regret every death."

That afternoon we had watched a KLA fighter lay down his rifle so he could carry his terrified, elderly mother, who is paralysed, to a United Nations car for evacuation from her village after a Yugoslav army attack. As the Western official said, the KLA "was a grassroots development from a peasant army".

This cohesion might have been severely tested by the Rambouillet deal, but the consultation process of the past few days has apparently brought most of the doubters about.

"There's a growing momentum for peace," said Veton Surroi, publisher of *Koha Ditore* newspaper and an independent member of the delegation. "I think the majority vote has been positive."

Meanwhile the Secretary of State for Defence, George Robertson, yesterday warned the Yugoslav President, Slobodan Milosevic, that if Serb forces crossed en masse into Kosovo Nato would strike.

Mr Robertson, flying into neighbouring Macedonia to see British troops on standby there, conceded that a ceasefire in the Serbian province was "creaking at the edges" but said full-scale violence had not erupted.



**Two war-weary Albanian fighters walking through the village of Petrovo, held by the Kosovo Liberation Army**

## Police negotiate end to hijack

POLICE NEGOTIATED the surrender of an Italian hijacker last night who had held hostage six crew members and five passengers aboard an Air France Airbus A320 at Charles de Gaulle airport, Paris.

The man, who claimed to have planted a bomb on board, forced the diversion of the internal flight from Marseilles, which was due to land at the other Paris airport, Orly. He immediately released most of the 66 passengers but held the crew and five people sitting in the first row of seats for another three hours.

His precise motives were unclear but he told the French news agency in a call from a portable telephone that his name was Stefano Savorani and that he represented an organisation called Vitalunismo, which was campaigning for a united Europe. He said he wanted to make a statement on television and asked for cameras to be provided.

He did not want cash, he

**BY JOHN LICHFIELD**  
in Paris

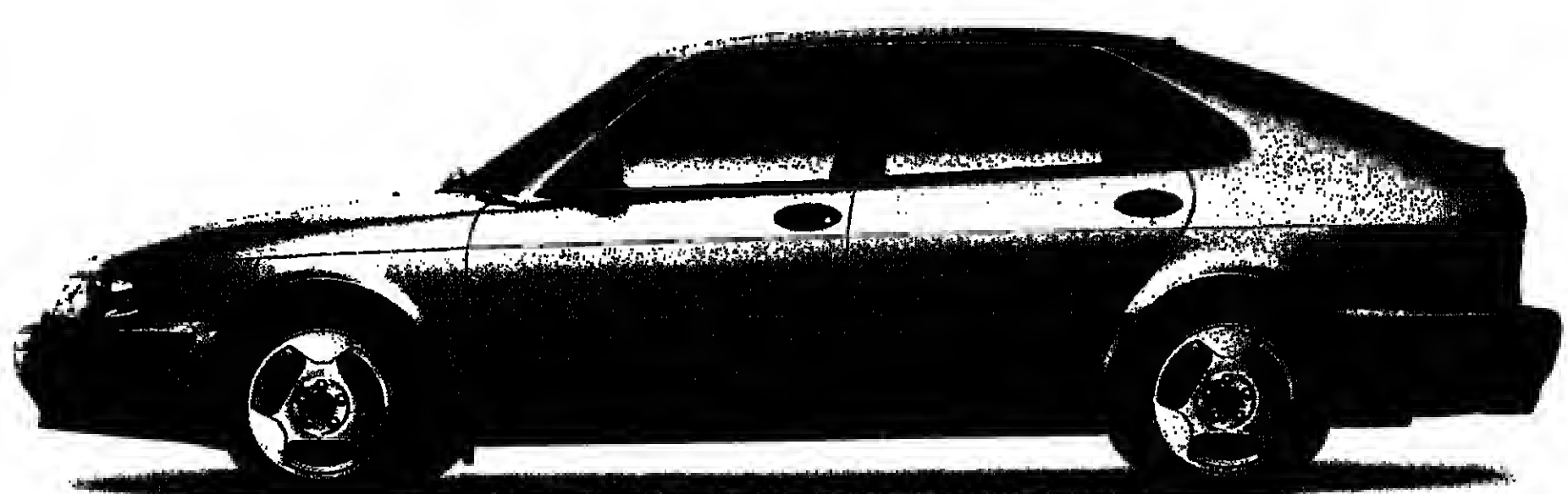
said, only that his movement, which he also described as a new religion called *Parvenismo*, should be "recognised".

The passenger who lent the mobile phone to the hijacker — just before being released — said that was all was calm aboard the plane and there had been no violence.

It was unclear whether there was really a bomb on the plane, due to land in Paris at 4pm, or whether the man had any other form of weapon.

One of the first group of passengers to be released, Jean-Yves Leheude, described the hijacker as "silver-haired and romantic-looking".

He said that all had been perfectly calm when the aircraft landed and that most of the passengers had disembarked quite normally. "He just insisted that the passengers in the first row should remain behind."



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# Slain for being young and Christian



Police trying to calm a mob wielding swords and spears in Ambon city yesterday. At least 200 have died in recent clashes. Jonathan Head/AP

IT WAS curiosity that drove Johannes Patirane to go to where the bodies had been brought, for at that time he had no idea Marlen had gone missing. It was early yesterday morning, and Johannes was at his office in the town of Ambon when he heard about the deaths, the latest in six weeks of bitter religious conflict. A young man and a young woman – a couple, they said – had been found dumped by the side of a jungle road on the outskirts of town.

"I wondered who it was and I went to have a look," he says. "I couldn't believe it."

Lying in the back of a police car were Marlen Sitanola, Johannes's cousin, and her fiancé, Lucas Paloma. Their throats had been cut and their ears severed, but the bodies were not stiff, and the wounds were still bleeding. It was 8.30am.

Marlen was 32 years old, and one of the youngest law lecturers at Ambon's Pattimura University. Now, a few feet from where Johannes sits talking in her parents' village home, her students are arriving to see her

BY RICHARD LLOYD PARRY  
in Ambon, Indonesia

for the last time. Her body is covered with a towel, her long hair masks the wounds across her throat and her absent right ear. The air in the room is filled with the pungent smell of the embalming fluid, but it is not this which is making the young women weep.

Their families know everything and nothing about what happened to Marlen and Lucas, for while the terrible details of their deaths will probably never be known, the underlying causes are obvious to everyone. They were last seen on Monday, departing by motorbike from Lucas's home on the other side of the island. They were a couple with no enemies, no risky political or business interests, and no possessions worth killing for. But they were locally born, native Ambonese and that alone told their killers as much as they needed to know.

"Marlen was a typical, dark Ambonese type," says one friend. "You could look at her face and tell what religion she was, and that was why she died. She was a Christian – almost all the Ambonese are Christians – and it was Muslims who killed her."

Six weeks ago, this would have been unthinkable in Ambon, the capital of Maluku province, the archipelago within an archipelago which the Dutch colonists called the Spice Islands. The rebellious provinces of East Timor or Aceh, the campuses of Jakarta – these are Indonesia's pressure valves, where the pain of economic collapse and the frustration of partial freedom from dictatorship find violent release. From the air, Ambon still earns its colonial title, "The Queen of the East" – low mountains covered with jungle, floating on the tropical Banda Sea. It is a short-lived idyll. Ambon's plight becomes obvious almost as soon as you get out of the airport.

Five minutes along the coastal road, burned out houses and cars are visible, the homes of Muslims driven out permanently by their Christian neighbours. As the taxi approaches the town of Ambon itself, the driver refuses to go on without what is referred to as "security". Security comes in a khaki uniform and carries a rifle. In the space of four hours yesterday afternoon, I hired three Indonesian soldiers, armed with combat knives and automatic rifles, to sit in the front seat of hired vehicles. Every other driver on the road seemed to be doing the same, at a price of about £7 per soldier per day. The origins of Ambon's con-

licts are obscure, but everyone agrees when it began: on 19 January, a Tuesday. The most commonly related story tells of an argument between a mini-bus driver – a Christian – and a Muslim passenger. After that everything depends on the religion of the person you are talking to. What is certain is that the rioting which began that day in Ambon town, spread with eerie speed throughout the island, which is only 35 miles long and 10 miles across at its widest point. For nearly a week Ambon was closed to the outside world, as the numbers of reported deaths steadily rose. There was a lull and then the violence flared again in February, and again last weekend. The consensus among local reporters is that more than 200 have died.

During the day, normal life is impossible; and at night, fear guarantees a voluntary curfew. Parties of local people, Muslim and Christian, stop cars at makeshift road blocks. Those of the wrong religion are sent back, or worse. The vigilantes carry pistols, bows and poisoned arrows, aluminium poles sharpened to spears, and homemade bombs – a specialty of the islands, whose fishermen use them to stun and collect fish above the coral reefs.

Thousands of people, many of them Muslim immigrants from elsewhere in Indonesia, have fled their homes and jobs to live with relatives on other islands. The frequent, but unpredictable, street disturbances close the island's few roads; shops and businesses are often forced to shut. Economic activity is fitful, and cloves, nutmegs and mace which gave the Spice Islands their name cannot be shifted off the island.

For all the confusion, everyone agrees on one thing: that no blame whatsoever can be attached to members of their own religion. "This is the difference between Christians and Muslims," says Johannes Patirane. "Christians turn the other cheek; we only react when we are attacked." But a few miles away there are Muslims saying the same thing, with equal grief and conviction.

On Monday, at least three of them were killed, allegedly by Christian policemen, after a riot provoked by Christians stoning a mosque. It was in retaliation for this incident that Marlen and Lucas were butchered.

Whether peace comes fast or slow, it is hard to imagine that Ambon can ever be the same again. "I'm losing and forgiving too much," says another of Marlen's cousins, Nan Maatita. "I lost my house, and I forgave the men who burned it, and now I have lost my cousin. But that is too much to forgive. Too much. This is enough."

## Albright and China clash over rights

BY TERESA POOLE  
in Peking

BLUNT TALK on human rights and irreconcilable views on missile deployment yesterday marked the end of a two-day visit to Peking by the American Secretary of State, Madeleine Albright, who nevertheless said that Sino-US relations were strong enough to withstand "even sharp disagreements".

Ms Albright is the most senior US administration official to visit China since Peking launched a crackdown on dissent and sentenced a string of activists to lengthy prison sentences. She said human rights had proved the "most difficult topic" in her meetings with China's leaders. "I made clear that it was very important for there to be a change in the atmosphere, that there had to be an end to the crackdown. There had to be a release of people," she said afterwards.

"Last June our two Presidents agreed to a candid dialogue on human rights. In the last two days we have seen what a candid dialogue looks like. I made clear America's view that a society is more, not less, likely to be stable when citizens have an outlet for the peaceful expression of political views," she said, in reference to the imprisonment of those who had tried to set up the China Democracy Party. But her words brought no concessions from the Chinese side.

Top of Peking's agenda of contentious issues was Washington's plan for a theatre mis-



Albright: Has had 'candid dialogue' with Chinese

sile defence (TMD) system, which might encompass Taiwan. "I replied that, instead of worrying about a decision that has not been made to deploy defensive technologies that do not yet exist, China should focus its energies on the real source of the problem – the proliferation of missiles," said Ms Albright. She called on China to use its influence to encourage restraint by North Korea on missile development, and to develop dialogue with Taiwan.

China views American protestations that TMD would be a defensive system as disingenuous at best. The Foreign Ministry spokesman, Zhu Bangzao, said: "The situation on the Korean peninsula is stable and we oppose the move by some countries to use this situation as an excuse to strengthen military alliances and build up defence capabilities. That is not conducive to peace and stability, and may trigger arms races at various levels."

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# Bush set to launch bid for president

THE RACE to succeed Bill Clinton as President of the United States started in earnest yesterday, with 18 months still to go until the 2000 election.

George W. Bush, the Republican Governor of Texas and son of the former president, was due to announce his first steps towards the White House last night. Mr Bush is front-runner to face Al Gore, Mr Clinton's Vice-President and the most likely Democratic candidate. But Mr Bush must first beat the other Republican candidates.

By ANDREW MARSHALL in Washington

He has won plaudits in the state and beyond for what he calls his "compassionate conservatism", which is aimed at distinguishing himself from the rest of the Republican pack.

But the party is seriously divided. Most of the declared or likely candidates are positioning themselves to the right of him, to win support among the party's grassroots activists, and many are focusing their fire on Mr Bush, not the Democrats.

Pat Buchanan, a journalist and former White House official, also declared himself a candidate yesterday. He has set out his position for years as a protectionist, an isolationist and an opponent of abortion.

Mr Buchanan ran unsuccessfully against former president George Bush in 1988 and Robert Dole in 1992. Mr Dole lost to Mr Clinton.

So far Mr Bush - who was re-elected governor last year by a huge majority - is the favourite for the Republican race. Some polls show either he or Mr Dole, the other Republican front-runner, would beat Mr Gore.

But the election will largely be about money - the ability of candidates to raise huge amounts, keep a big stack through the primaries and then power into the election race.

The primaries, where the parties select their candidates, are compacted into a shorter time period than usual. This will put more emphasis on blocks of states in the South, the Midwest and the South-West.



George Bush Jr begins his wooing of the press

The Bush camp has tried to dampen public speculation about his candidacy, while doing everything it could to make sure the press was aware of his intentions. He called a surprise press conference yesterday after his staff had said he would not discuss his intentions until next week, apparently so he could announce his moves to the press in Texas before the rest of the US.

Mr Bush was expected to set up a presidential exploratory committee, the first step towards declaring his candidacy.



Adam Brown demonstrating the decay of pier 25. The marine engineer knows only too well how Manhattan's underside is crumbling

Justin Sutcliffe

## Grim tales at the end of the pier

AMERICAN TIMES

NEW YORK

JUTTING OUT fearfully into the Hudson River near the lower end of Manhattan's West Side, pier 25 is not what it used to be. A golf putting business occupies the section nearest the land - deserted on this cold morning - while the rest is condemned. A chicken-wire fence deters humans from roaming out too far.

My guide, Adam Brown, takes no notice, squeezing open a gate in the fence and striding out to the pier's tip. Years ago, Mr Brown used to live on an old steam tug tied up at the pier. It is still there, but now it rests on the river-bottom with only the stack and part of the superstructure visible above the water.

Much more important, however, is Mr Brown's knowledge of the underside of pier 25 and the platoon of wooden piles that hold it aloft. They are,

to put it mildly, rotten and ready to collapse at any moment. I ask the obvious question - are we safe standing where we are? Yes, he replies. Then he notices my photographer wandering more closely to the edge. "But I wouldn't go where he is right now."

Compact and trim at 37, Mr Brown is a diver and a marine engineer. For years, he has inspected the watery underpinnings not just of this pier but of every pier in Manhattan and of everything else fringing the island, including bridges and the four-lane FDR Drive the length of the East Side.

It is a line of business that brings many rewards. Mr Brown is passionate about rivers, the ocean and the marine environment in general. Above water, he is also president of an advocacy group, the Working Waterfront Association, which promotes the renovation of New York's massive waterfront for marine uses. But the diving can be tough also. Mr Brown dives all year, including now when the water around the city is barely above freezing.

"I have an umbilical tube for air and a communications line to the people above me but, when I'm down there, I'm really all alone and it's black and murky. It is a bit like sitting in a closed closet with a flashlight and you only have this three-foot cone of light where you can see anything," he says.

Sometimes that cone reveals unpleasant surprises. Dead pets are quite common. Mr Brown recalls a dive he

took a few years ago beneath pier 26, next door to this one, when he bumped into something soft. It turned out to be the horribly distended body of a man that for one moment wrapped an arm around one of his shoulders. "He was so inflated it was if his clothes had been spray-painted on to him."

It was about 10 years ago that Mr Brown first began to notice something else going on beneath the waters around Manhattan. Tiny creatures known as marine borers, which for decades had been absent because of high levels of industrial pollution, were starting to make a comeback. They are called borers for a reason - they like to eat timber. Wooden pil-

ings such as the ones beneath this pier are their favourite.

The borers come in two varieties. One is a crustacean, *Limnoria lignorum* (otherwise known as a gribble), the other a mollusc usually referred to as a shipworm. Their return to New York is an ironic side-product of the city's campaign to clean up both the East and Hudson Rivers. Only last week, authorities announced that local striped bass, banned from dinner tables for the past 23 years because of contamination, are now almost fit again for human consumption.

Now the city is faced with paying millions of dollars to repair the damage. Piers will have to be torn down and, in this case - because it is part of a newly designated West Side park - rebuilt. A large section has already broken off, its concrete surface now subsiding

crazily into the choppy waters. Meanwhile, a multi-million-dollar contract will soon go out to tender for initial studies into preventing chunks of FDR Drive from falling into the East River. "For a long time, people just didn't believe us. They had forgotten that borers could exist," Mr Brown explains.

"Today, they are all over the place and it's getting worse." On more than one occasion, he has been forced to close sections of road in New York without warning because of what he has found on their undersides. "There are areas where they were driving trucks on top and driving cars on top where there was nothing underneath."

Those are the moments Mr Brown confronts the worst of all the dangers of his job - that part of the city might collapse on top of him.

DAVID USBORNE

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## BUSINESS REVIEW

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## Centrica's City comeback

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PLUS: Hamish McRae, Jo Davis, Diane Coyle and The Trader

## RJB profits and dividend slashed

RJB, Britain's biggest coal producer, yesterday slashed its dividend and outlined plans to expand into Asia-Pacific. Profits were down 70 per cent last year as coal sales to the electricity industry dropped sharply and prices fell.

Richard Budge, chief executive, said RJB could use its 16 per cent stake in Australia's CIM Resources to increase its presence in the region. Pre-tax profits fell from £171m to £50m as coal sales declined by 17 per cent to 26 million tonnes. The payout was cut from 20p to 7p.

## Arriva steers towards rail bid

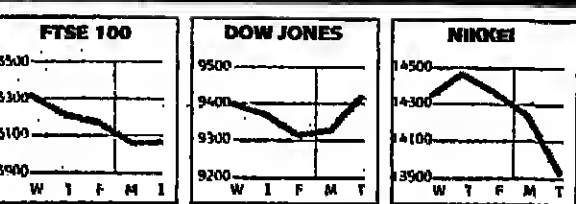
ARRIVA, the bus operator, said it would make a bid at the next round of rail franchises "if the price was right". Bob Davies, chief executive, said it was too early to say which franchises Arriva would be interested in.

The company's UK bus division grew operating profits by 9 per cent, while group pre-tax profits for the year to 31 December fell to £94.5m from £101m in 1997 on turnover of £1.55bn, up from £1.42bn. The shares rose 14.5p to 391.5p.

## CRH looks for £680m purchases

CRH, the Irish building materials group, said it could spend up to 1bn euros (£680m) on acquisitions in 1999. Harry Sheridan, finance director, said the group was looking to boost its presence in Poland and Latin America to reduce its reliance on the US and European markets. The group posted a 27 per cent jump in 1998 pre-tax profits to 409m euros on turnover up 23 per cent to 5.21bn euros.

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# Why Bank can feel quietly satisfied

WHEN Tim Holt, director of the Office for National Statistics, apologised yesterday for the fiasco his organisation had made of calculating and revising official figures for average earnings, he would have added an extra, silent message of contribution to the Bank of England. All users expect official statistics to be accurate and reliable, but it is crucial for the Bank's judgement about interest rates.

The reason is that official figures are the only defence against anecdotal evidence, the heavy artillery used by business lobby groups and industry in their attack on the MPC's decisions. Any industrialist or manufacturing union can reel off job losses here and low pay settlements there. The Bank can only set what it thinks will be the right rate for the whole economy by having the full picture, and the only way to get the full picture is to look at comprehensive, national data based on a wide sample, properly weighted and adjusted for seasonal fluctuations.

When the MPC raised interest rates to their peak of 7.5 per cent in June, the official average earnings figures were the last piece of a jigsaw portraying a generally tight labour market. Although not decisive



## OUTLOOK

in themselves, they helped tip the balance of argument in the monetary meeting. But the move was so unpopular with the business lobby that later, in the City of London, the Bank was criticised for its decision. When the ONS revised the figures to show average earnings growth slowing rather than accelerating in the spring.

The Bank can now feel quietly satisfied that what looks to have been a very thorough review of the average earnings figures has resulted in a series that looks much more like the original picture before the ONS started fiddling with it.

The context is now wholly different, however. Growth has slowed to

near standstill, the international backdrop is as depressed as ever, and inflation remains near its target. So although pay is rising at an underlying rate of 4.5 per cent, the Bank's tolerance limit, it does not have the automatic implication that interest rates won't fall again.

In fact, the downward trend in earnings, albeit from a higher than expected peak, encouraged the financial markets to be a bit more hopeful yesterday about the possibility of a rate cut. News about economic activity since last month's MPC meeting has been more upbeat. On the other hand, there remains no sign of inflationary pressure.

The complicating factor this month is next week's Budget. The MPC will already know its broad outline so that it can base its judgement on whatever fiscal stance the Chancellor has decided to adopt. The committee might calculate that if it does cut rates, this will be read as a vote of no-confidence in growth prospects. And if it doesn't cut rates, this might be taken as a sign of a loosening of fiscal policy to come. In these circumstances, the only proper course for the MPC is to ignore how its actions might be interpreted, and simply weigh up all

the hard facts—with a bit more confidence in their accuracy after yesterday's review.

## Euro weakness

YOU WOULD think that by now Oskar Lafontaine and his deputy at the German finance ministry, Heiner Flassbeck, might have learned their lesson. Everytime they open their mouths to berate the European Central Bank for not cutting interest rates fast enough, it only makes all those independently thinking central bankers more determined than ever not to follow their advice.

This is becoming an ever more silly and damaging game of who blinks first. We cannot be seen to do what the politicians tell us, the ECB seems to say, as that would damage our credibility. So we can't cut rates, even if we thought there might be a case for it. So silly has the process become that Mr Flassbeck might be more likely to achieve his desired aim if he were to demand a rate increase than by speaking his mind.

Meanwhile, the euro seems to have been born a sickly infant. As yet it is unclear whether this is more to do with the weakness of the German

and French economies than the likely counter-cyclical direction of European and American interest rates. The ECB claims to have no exchange rate target, or indeed to take the exchange rate into account at all in making its interest rate decisions. But plainly currency weakness has become as good an excuse as any for not cutting rates.

Politicians are a devious lot, and there is certainly a degree of "blame management" in whatever Mr Lafontaine has to say about the ECB. By blaming the ECB, he can to some extent deflect attention from his own policy mistakes. By the same token, it makes good sense politically to make the ECB a scapegoat for the euro's wider problems. If the euro is a disaster, it won't be the politicians who invented it who are to blame, but the ECB. Even so, it can reasonably be assumed that Messrs Lafontaine and Flassbeck do genuinely want interest rate cuts.

So how can the ECB be persuaded to do its duty? One possibility is that politicians have chosen too simplistic a target. A big problem with the ECB as presently constituted is that it has no proper inflation target. The main instrument for determining policy is monetary tar-

geting, commensurate with the general target of keeping inflation below 2 per cent. There is little guidance as to what this means, though it is generally assumed the ECB wouldn't pursue price deflation as a policy objective. Even so, the assumed range of 0 to 2 per cent creates a ready zone of inactivity, and potential for exactly the sort of paralysis the ECB now seems to be suffering from.

By contrast, the Bank of England's inflation target is a symmetrical one. It is as much of an offense to overshoot on the downside as on the upside. This seems such an eminently sensible approach to reconciling the policy aim of full employment with that of low inflation that it is amazing our European partners haven't yet seen fit to copy it.

## Pensions

FOR PEOPLE who have been saving for their pension with Norwich Union, yesterday's confirmation that it is setting aside £750m to pay for annuity guarantees must have a satisfying ring about it. For most pension savers, this year is possibly the worst year to retire in decades. The reason is that annuity rates -

which determine the rate of retirement income yielded by their pension savings - have hit their lowest level since the sixties. Five years ago, a £100,000 pension fund could buy a retirement income of over £13,000 a year; now it is closer to £8,000 a year.

Norwich Union savers who bought policies in the seventies and eighties have been insulated from the problem. Their policies typically guaranteed an annual retirement income well into double figures. As Norwich Union guaranteed these rates, it must now pay them regardless of how low they have sunk.

In a sense, such savers are doubly fortunate. Their pension funds are already swollen by the lengthy bull-run on the stock market since the early 1970s. So even if annuity rates have fallen, the impact on retirement incomes is offset by the greater capital value of their pension savings. In other words, those with guarantees are getting the upside of the bull-run without the downside of falling yields. Unfortunately, other policyholders - those without the guarantees - are paying for that double benefit. The £750m provision to pay for the guarantees is coming out of Norwich Union's long-term fund, 90 per cent owned by policyholders.

## BoS links with US evangelist in telephone banking deal

BANK OF SCOTLAND is joining forces with the flamboyant American television evangelist Pat Robertson to launch a new telephone banking venture in the United States.

The operation, to be called the Bank of Scotland Bank, is the first venture between Bank of Scotland and the supermarket group that pioneered branchless banking in the UK in 1997.

Bank of Scotland will be the joint shareholder in the new venture and provide the know-how, while sub-contracting the operation of the call centre and its office to Marshall & Ilsley, a financial services group based in Wisconsin. Applications for regulatory approval were filed with the American authorities yesterday.

BY ANDREW GARNFORTH  
Financial Editor

No final decision had yet been taken on where and when to launch the venture. However, it is expected to be ready for launch within five months, starting probably in the Mid-west, where Dr Robertson has a strong following before rolling out nationally as demand dictates.

Peter Burt, Bank of Scotland group chief executive, said the venture, if successful, would cost the bank some "tens of millions of dollars" in the first year. "There are no front-end costs. If successful, we will require capital to fund the bank. But it is structured in such a way as to limit the downside."

As with Sainsbury's Bank, the

venture will start by offering high-interest deposits before expanding into other products. Dr Robertson is a controversial figure in the US. A darling of the Christian right, he ran unsuccessfully for president in 1992 on an unashamedly right-wing programme.

He is best known for having founded the Christian Broadcasting Network, a religious television channel that he sold to Rupert Murdoch for £1.5bn in 1997.

Mr Burt said the idea for the venture had come from Bill Hendry, who heads up Bank of Scotland's existing US operations and who first raised the idea with the American TV evangelist a year ago.

Mr Burt said the bank would be managed at arm's length

from Dr Robertson's other business activities, adding that it would be improper to mix what is a purely commercial venture with Dr Robertson's "charitable and religious works".

"He has a tremendous track record as a successful entrepreneur," Mr Burt said.

Dr Robertson, whose forebears left Scotland in 1695—the same year Bank of Scotland was founded by a decree of the Scottish Parliament—said yesterday: "The objective is to provide the American consumer with a bank that is committed to service and value. Bank of Scotland brings unparalleled experience of service-oriented banking combined with a real understanding of the power of branding and marketing in start-up banking operations."



Pat Robertson: The bank will be run at arm's length from the controversial evangelist's other businesses

## Independent group in Australian sale

INFORMA, the exhibitions and publications group that was created in December by the merger of LLP and IBC, yesterday added Australia's oldest maritime newspaper, the *Daily Commercial News*, to its stable.

Informa is buying the title for £1.1m from AFN News & Media, the Australian media group in which Independent Newspapers, owner of *The Independent*, has a 33 per cent stake.

Informa plans to combine the *Daily Commercial News*, which was set up in 1891, with its own title, *Lloyd's List Australian Weekly*. From April, a combined paper will be published three times a week.

David Gilbertson, Informa's chief executive, said the acquisition would "enable Informa to offer an unrivalled

BY OUR CITY STAFF

information service to the Australian import and export community". The title has 4,000 subscribers and last year made a pre-tax profit of A\$900,000 on turnover of A\$4.5m.

The news group's EBIT reported a 16 per cent increase in pre-abnormal net profit after tax and minorities to A\$36.3m for the year to last December, the sixth year of growth since the company was floated in 1992.

The rise was driven by a 15 per cent increase in operating profits from the broadcasting division and a 10 per cent profit hike from the outdoor advertising unit, which was helped by the accelerating interest in the Olympic Games, to be held in Sydney next year.

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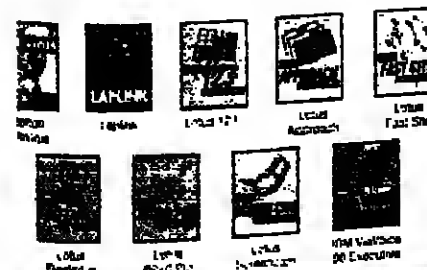
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Final dividend per share  
Full year dividend per share  
Shareholders' net assets

	1998	1997
Operating earnings before tax*	£7,600m	£6,400m
Profit before tax	£7,770m	£7,220m
Earnings per share	24.8p	25.2p
Final dividend per share	8.5p	7.75p
Full year dividend per share	12.2p	11.5p
Shareholders' net assets	£5,710m	£5,098m

\*Operating earnings before tax and are stated before integration costs and amortisation

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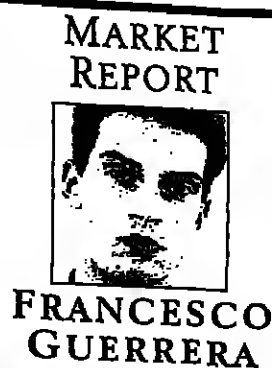


# Compass sell-off helps point FTSE downhill

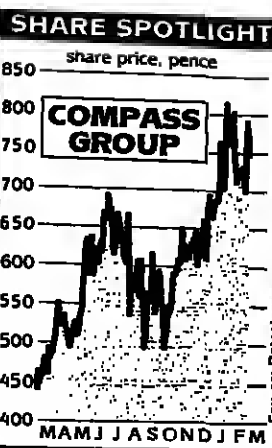
COMPASS, the catering group, yesterday served up a tasteless dish that left investors scrambling for the exit. The flea in the ointment came courtesy of Accor, the French restaurant giant with a 3.9 per cent stake in the UK group. The Parisian group decided to issue a dishy bond which can be converted into Compass shares at any time between now and 2002.

The fixed-income instrument, worth 390m euros - more than £265m - enables the French, which once held some 12 per cent of Compass, to get out of the former Grand Met's debt. But it is also a neat way to hedge risks on Compass as investors can sit on the bond and wait to see how the share price moves before deciding whether to convert.

The trick is that the conversion price is set at a 26.30 per cent premium to the current share price, suggesting that punters will rush to con-



FRANCESCO GUERRERA



COMPASS GROUP

EXPECT SOME activity in Sula Resources after a board shakeup announced after the market closed.

Albert Reynolds, the former Irish prime minister, is the new chairman of the oil exploration company, unchanged at 1p yesterday.

Tony Peart, a Lasmo veteran, becomes managing director. The high-profile appointments come with a £1.75m placing at 1p. Funds will be used to back ventures in Libya and Iraq.

ver if the stock rises. "It's a great instrument for those who are worried about Compass valuation. If the shares take off they can convert, but if they fall, they stay with the bond," one insider said.

The appearance of the bond prompted several investors and hedge funds to sell Compass and buy the bond. The switch left the stock, one of the great overperformers of recent times, more than 44.5p lower at 746.5p in a hefty volume of nearly 12m shares.

Compass was saved the embarrassment of the FTSE 100 wooden spoon by Rentokil Initial. The hygiene group, down 48p to 400.75p, cleaned

up as the worst-performing blue chip after missing out on its 20 per cent earnings growth target for the first time in 13 years. Brokers rushed to downgrade 1999 profits by some £15m on worries that Rentokil's soaring success is finally coming to an end.

The catering and cleaning tribulations were a rare spot of excitement in a dull day. The FTSE 100 index closed a mere 0.4 ahead at 6,061.3 in thin volume as a number of big hitters stuck to the sidelines ahead of today's interest rate decision.

Allied Domecq was in good spirits on renewed talk of a merger of its drinks and pubs subsidiaries. The stock firmed 4p up to 477p, as analysts highlighted the takeover attraction of the two components and said that a split Allied is worth around 560p.

Allied's booze brands, which include Beefeater gin and Teacher's scotch, will be a great catch for the Canadian group Seagram or the US run giant Bacardí. The underperforming pubs could be sold to a UK brewer.

Insurers were in good form, buoyed by a positive general

insurance result from Norwich Union, up 5p to 451.75p. CGU latched on to its rival's good news and soared 43p to 928p. A Goldman Sachs "outperform" recommendation also helped. Royal & Sun jumped on the bandwagon and finished up 21.75p to 533.25p.

GEC continued to live off Monday's purchase of the US telecom equipment company Reltec, and put on 20p to 536p. GUS, the catalogue retailer which owns Argos, ordered a 26p advance to 822p as Merrill Lynch set a 875p price target.

Mark & Spencer was still reeling from Monday's gloomy note from WestLB and lost 16.25p to 396p.

The undercard was a much happier place, with the recent bid fever showing no sign of abating. A string of good results also helped and the FTSE 250 rose 18.9 to 5,277.3, the highest since the beginning of the year. The Small Cap market time ended 2.3 lower at 2,276.3.

British Land developed a 21p rise to 529.5p. The talk is that the float of Canary Wharf could prompt the property group to spin off its Broadgate complex in the City of London. Land Securities followed suit with a 14p rise to 837.5p, and MEPC, up 10p to 480p, completed the property hat-trick.

Housebuilders were looking solid thanks to Redrow's optimism on the much-hated planning delays. Beazer led the pack with a 13p increase to 186.5p. Wilson Bowden was 40p higher to 623.5p. Barrat grew 10.5p to 273.5p, while Wimpey, the biggest of the lot, built an 8.5p rise to 142.5p.

In a related sector, Brandon Hire, the equipment group, climbed 11p to 99.5p. Rival Helden Stuart is believed to have had a look.

Weir, the Scottish pump maker, was left high and dry after its rebuffed US suitor Flowserve refused to table another offer. The stock fell 2.5p to 242.5p as the prospect of a 400p-a-share bid disappeared.

The bid target First Choice suffered a 2.5p fall to 177.5p on profit-taking after Monday's spike. The hyperactive Philips & Drew declared a 11 per cent stake in the stalked travel group. Express Dairies went off 5.5p to 115.5p on talk

of a big shake-up at the Milk Marque, the organisation that controls the milk's price.

Cookson, the bombed-out engineer, fell 7p to 154.5p on speculative selling ahead of today's results.

Jardine Lloyd Thompson, the insurer, and Arriva, the transport group, were part of the good results brigade. JLT rose 12p to 182p as merger benefits helped the 1998 figures, while Arriva travelled 14.5p higher to 391.5p as Warburg and Albert E Sharp said "buy".

Close Brother reversed Monday's fall with a 58p rise to 890.5p as brokers upgraded after the interim and the market woke up to the appointment of the former Warburg chief David Scholey as the new chairman.

Among the minnows, Petra Diamond, the exploration group, dug up a 36 per cent rise to 81.5p after winning a South African contract.

LUKE JOHNSON, the Pizza Express entrepreneur, yesterday bought a 4.17 per cent stake in GEL International, a maker of packaging machines. Mr Johnson's knack for putting undervalued companies into play triggered a 6p rise in the shares to 44.5p. The company has seen its share price collapse from 114.5p in the last few months amid worries over market conditions. Despite yesterday's rise, the shares are well below GEL's asset value of 61p.

Provident, a drinks machine-maker, enjoyed a 31p rise to 148.5p after posting a bid approach.

Takeover rumours were swirling around the money broker Trio, up 1.5p to 10.75p, after Monday's decision by a major shareholder to sell its stake.

CCI, a former clay pigeon shooting outfit, completed its reverse takeover of the Xaviera computer group, unchanged at 16p. From today, the new AIM-traded company will be called XKO.

SEAQ VOLUME: 964.8M  
SEAQ TRADES: 76,104  
GILT INDEX: 112.97 +0.07

# Rentokil misses target for first time in 13 years

BY PETER THAL LARSEN

RENTOKIL INITIAL, the business services group, yesterday failed to live up to its self-imposed growth target for the first time in 13 years when it reported an 18 per cent increase in earnings per share for the year to last December.

The rise falls just short of Rentokil's aim of raising its earnings per share by a fifth each year - a target the company had met so consistently it had earned Sir Clive Thompson, its chief executive, the nickname "Mr Twenty Per Cent".

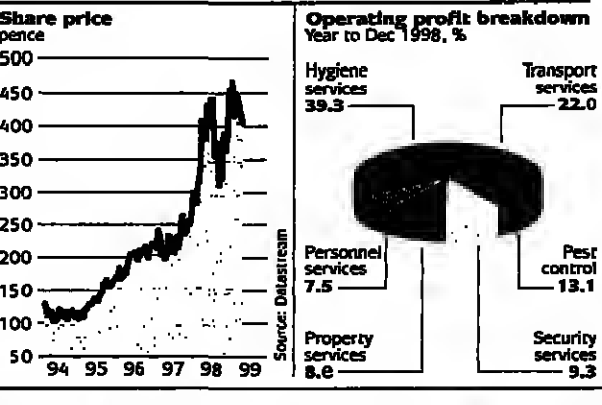
Shares in Rentokil lost over 10 per cent of their value yesterday, dropping 48p to 400.75p. However, analysts said the fall was not the result of the company missing its target but was due to Rentokil reporting almost no turnover growth last year.

Sir Clive yesterday said the company had failed, even though an analysis of Rentokil's results showed that, allowing for exchange rate movements, the company's earnings per share had increased by 22 per cent.

Growth was also affected by the Asian crisis, with Rentokil's profits in the region falling 24 per cent last year. In the United States, profits increased by only

## RENTOKIL INITIAL: AT A GLANCE

Market value: £11.5bn, share price 400.75p (-48p)	
Trading record	1994 1995 1996 1997 1998
Turnover (£m)	720.0 857.0 2,270.0 2,812.0 2,878.0
Profit for the year (£m)	177.0 215.0 318.0 417.0 491.0
Earnings per share (p)	5.87 7.11 8.57 10.3 12.0
Dividends per share (p)	1.73 2.10 2.53 3.06 3.70



12 per cent after Rentokil decided to eliminate low-margin contracts and sell some of its resorts management division.

Sir Clive insisted that Rentokil would maintain 20 per cent earnings growth as a target, although it was unlikely to be met so consistently in the future. "If you achieve it 80 per cent of the time you're doing well," he said.

However, observers said Rentokil would have to concentrate on lifting its sales if it was to continue increasing its earnings. In the year to December, Rentokil's revenues increased by just 0.8 per cent to £2,878m. Even adjusting for exchange rate movements, the increase was no more than 3.4 per cent.

# Gallaher's profits run out of puff

BY NIGEL COPE

GALLAHER, maker of Benson & Hedges and Silk Cut cigarettes, yesterday reported a modest rise in full-year profits, although the figures were hit by currency factors and the flood of bootlegged cigarette imports into its main UK market.

Underlying profits edged up 4.2 per cent to £390m, but higher interest payments cut pre-tax figures from £377m to £318m.

Peter Wilson, chairman and chief executive, said the number

of smokers in the UK had risen by half a million due to cheap imports, but the "legitimate" market had fallen by 8 per cent. Bootleg cigarettes led to a 4.7 per cent fall in Gallaher's cigarette sales in the UK, which account for 65 per cent of total sales. Its share of the market slipped from 39.6 per cent to 36 per cent.

This is the Gallaher conundrum; it is heavily reliant on the

UK but this market is shrinking. It is trying to expand its international operations, but those seem to have run out of puff. Germany is difficult, Russian profits have evaporated and France is highly competitive.

Management is right to avoid spreading itself too thinly, but it must be a worry that it has little presence in the cigarette "hot spots" of the Far East and South America. Managers are looking at "niche" opportuni-

ties in the Asia-Pacific region.

On the plus side, UK margins jumped from 42.7 per cent to 46.2 per cent as price rises countered the cheaper rivals and costs were held.

On HSBC current-year forecasts of £35m, the shares - down 2.75p to 447.5p yesterday - trade on a forward multiple of 13.3, a big discount to the market. HSBC and Charterhouse Tilney, rating the shares at "outperform", believe this will narrow.

## In the swing at Close Brothers

BY JOHN WILLCOCK

IT'S A leaner, fitter Sir David Scholey who became Close Brothers' new chairman this week. The former Warburg boss has lost a hefty 50lbs thanks to a diet, say colleagues.

I also learn from the same source that Sir David used to accompany Dusty Springfield on the trumpet. That was in the Sixties, mind you. Sir David, 63, was also an accomplished guitarist and used to hang around lounge London clubs playing jazz. Then in 1968 he bumped into Sigmund Warburg at a party and went into merchant banking. The rest is history.

Whether Sir David will now "do a Nigel Lawson" and write a diet book remains to be seen.

The ex-colleague adds that Sir David ran a lucrative roulette game while at Oxford University together with Peter Wilmut-Sitwell, a fellow ex-Warburger and Close Brothers director, and Stuart Wheeler, founder of City betting company IG Index.

## PEOPLE AND BUSINESS

BY JOHN WILLCOCK



## Not that Lilley

PETER LILLEY has been at the National Audit Office for 25 years. Yesterday he gave a talk on his experience overseeing the Ministry of Defence's office holdings to a property audience at the Industrial Society.

The first thing Mr Lilley said was: "I'm afraid I'm not the Peter Lilley you might have heard of, my hair's darker and there's less of it."

In contrast to the Tory front bench, this Peter Lilley has to make sure the MoD looks after its 3 million sqm of office space properly and accounts for running costs of £1m a year.

Mr Lilley has visited the MoD's operations in Bosnia, flak jacket and all. The people from tectonics, the architecture and design firm organising the briefing, were impressed.

E-mail: j.willcock@independent.co.uk

## All snowed in

JOHN SANDS, chief executive of Pubmaster, is recovering from the shock of being "avalanched in" while skiing in Austria last week.

Or rather, not skiing. "We only got in half a day of skiing out of the whole week. We had to stay in our hotel for Tuesday and Wednesday because of the avalanches," says Mr Sands.

There had been an

## High-flying tax

HEARTWARMING to bear that two parts of DaimlerChrysler will definitely not be merging and not be subject to group criteria on performance and profitability - each company's private airline. Just as well, as Chrysler plans to splash out on a new Airbus later this year.

The Daimler staff are quite happy about the plan. Their tax advisers say the eight hours spent in flight between the offices qualify for the 180 days a year they must spend out of Germany to qualify for a tax break.

### LIFE FINANCIAL FUTURES

Contract	Settlement	High	Low	Est. floor	Open
Long 100	Mar-99	115.73	115.95	115.35	3360.00
Short 100	Mar-99	115.73	115.95	115.35	3360.00
Long 100	Mar-99	115.73	115.95	115.35	3360.00
Short 100	Mar-99	115.73	115.95	115.35	3360.00

### LIFE FTSE 100 INDEX OPTION

Contract	Settlement	High	Low	Est. floor	Open
Long 100	Mar-99	115.73	115.95	115.35	3360.00
Short 100	Mar-99	115.73	115.95	115.35	3360.00
Long 100	Mar-99	115.73	115.95	115.35	3360.00
Short 100	Mar-99	115.73	115.95	115.35	3360.00

### GOLDMAN SACHS COMMODITY INDICES

Contract	Settlement	High	Low	Est. floor	Open
Long 100	Mar-99	115.73	115.95	115.35	3360.00
Short 100	Mar-99	115.73	115.95	115.35	3360.00
Long 100	Mar-99	115.73	115.95	115.35	3360.00
Short 100	Mar-99	115.73	115.95	115.35	3360.00

### FOREIGN EXCHANGE RATES

Country	Settlement	High	Low	Est. floor	Open
US\$	Mar-99	115.73	115.95	115.35	3360.00
£	Mar-99	115.73	115.95	115.35	3360.00
¥	Mar-99	115.73	115.95	115.35	3360.00
€	Mar-99	115.73	115.95	115.35	3360.00

### OTHER SPOT RATES

Country	Settlement	High	Low	Est. floor	Open
US\$	Mar-99	115.73	115.95	115.35	3360.00
£	Mar-99	115.73	115.95	115.35	3360.00
¥	Mar-99	115.73	115.95	115.35	3360.00
€	Mar-99	115.73	115.95	115.35	3360.00

### INDUSTRIAL METALS

Contract	Settlement	High	Low	Est. floor	Open
Long 100	Mar-99	115.73	115.95	115.35	3360.00
Short 100	Mar-99	115.73	115.95	115.35	3360.00
Long 100	Mar-99	115.73	115.95	115.35	3360.00
Short 100	Mar-99	115.73	115.95	115.35	3360.00

### PRECIOUS METALS

Contract	Settlement	High	Low	Est. floor	Open
Long 100	Mar-99	115.73	115.95	115.35	3360.00
Short 100	Mar-99	115.73	115.95	115.35	3360.00
Long 100	Mar-99	115.73	115.95	115.35	3360.00
Short 100	Mar-99	115.73	115.95	115.35	3360.00

### AGRICULTURAL

Contract	Settlement	High	Low	Est. floor	Open
Long 100	Mar-99	115.73	115.95	115.35	3360.00
Short 100	Mar-99	115.73	115.95	115.35	3360.00
Long 100	Mar-99	115.73	115.95	115.35	3360.00
Short 100	Mar-99	115.73	115.95	115.35	3360.00

### OTHER SPOTS

Contract	Settlement	High	Low	Est. floor	Open
Long 100	Mar-99	115.73	115.95	115.35	3360.00
Short 100	Mar-99	115.73	115.95	115.35	3360.00
Long 100	Mar-99	115.73	115.95	115.35	3360.00
Short 100	Mar-99	115.73	115.95	115.35	3360.00

### INTEREST RATES

Contract	Settlement	High	Low	Est. floor	Open
Long 100	Mar-99	115.73	115.95	115.35	3360.00
Short 100	Mar-99	115.73	115.95	115.35	3360.00
Long 100	Mar-99	115.73	115.95	115.35	3360.00
Short 100	Mar-99	115.73	115.95	115.35	3360.00

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## SPORT

'We have a chance. A slightly outside chance but better than last year. I will know very early on whether the car is good enough'

# Hill driven on by quest for true respect

HAVE YOU ever wondered why Formula One drivers are so keen to get soaked in champagne on the winners' podium? I haven't, until something Damon Hill says gives me pause for thought. We are talking about his preparation before a race. "I take in lots of fluid," he says. "You have to counter the fact that you are wearing thick flameproof overalls in the car, so lose heat very quickly. You have to counter the fact that you are wearing thick flameproof overalls in the car, so lose heat very quickly. You have to counter the fact that you are wearing thick flameproof overalls in the car, so lose heat very quickly."



## THE BRIAN VINER INTERVIEW

more respect from his peers. For despite his world championship in 1996, there are some in the sport who disrespectfully claim that Hill is a seriously flawed driver.

It is said, for instance, that he is poor at overtaking. Is he? "There have been occasions when I've been less than committed, which has got me into trouble," he admits. For a moment, it seems as if I am going to get a show of humility. But champions as single-minded as Hill, in sports as demanding as motor racing, don't really do humility.

"I overtook Schumacher on the first corner in Hungary which is supposed to be almost impossible to overtake on," he adds. "I took Frenzen up the inside on the grass in my last race at Suzuka. I have been through the field from the back to the front at Estoril. I think

*'Everyone wants to see a punch-up, but starts tutting when there is one. Lighten up... It's entertainment'*

my driving ability can equal that of anyone out there, and I have other talents. I think I am very good at working with the team and getting the best out of the car. A lot of drivers don't have that strength."

Unusually, if not uniquely in the modern era, Hill did not race in Formula One until he was well past 30. He had started racing motorbikes in 1979, a hobby he financed by working as a dispatch rider in London. When he did finally graduate to Formula One, with Williams-Renault, he won three races in his first full season. Yet he did not come of age as a driver, he feels, until the following year, 1994, when he won the Japanese Grand Prix at Suzuka. "I drove out of my skin in that race," he recalls. "For me it marked a new threshold in Formula One and I think it was similar for Hakkinen at Nurburgring last year. He drove in a way he hadn't before, better than he ever thought he could drive."

Last year, Hill watched with detached amusement as the media stoked up the rivalry between Mika Hakkinen and the man everyone

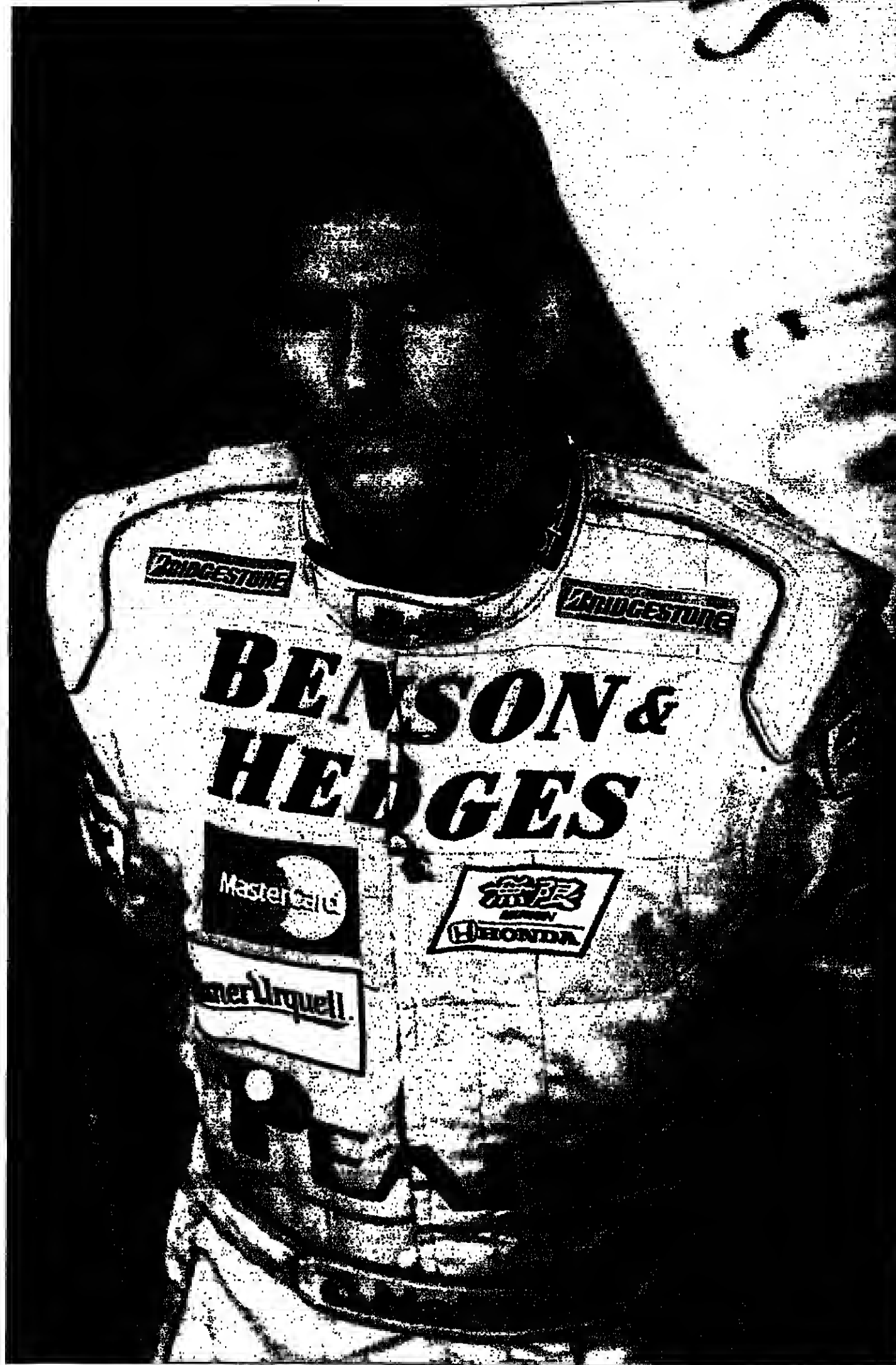
wants to beat, sometimes in more ways than one, Michael Schumacher. "It always comes down to two protagonists," he says. "Michael and me, Senna and Prost, Senna and Mansell. In a sense it is very similar to boxing, with all the hype and attempts to out-psyche each other. When you have two people of equal ability, a psychological advantage can make the difference. Muhammad Ali was a great one for that. By the time he got in the ring he had often reduced his opponent to an incidental, a side-show. And I really don't see any negatives about that. In fact, I think it could go a lot further. The trouble is, there is this dual standard. Everyone wants to see a punch-up, but starts tutting when there is one. Why doesn't everyone lighten up? It's entertainment."

As he would perhaps acknowledge, Hill has himself been known to forget that he works in a branch of the entertainment industry, a charge never levelled at his flamboyant father. He is uneasy talking about his father, and understandably loathes the cod-psychology which has him trying to match the old man's record. Warily, though, he admits that it would be nice to emulate Hill Sr by winning two world championships.

"He died such a long time ago, though. It will be 25 years at the end of next year. But that's not to say that I don't think about him. And although I'm not like Glenn Hoddle, I am comforted by the feeling that he's aware of everything I've done." There are, of course, people still around in motor racing who loomed large in Hill's childhood. "I remember my dad being on the phone to Bernie Ecclestone a lot," he says. "Were they friends? He searches for the right words. "I think," he says, "that any relationship with Bernie is bound to lead to some level of frustration."

He has had a proxy father, it has been Jackie Stewart. "He has always treated me brilliantly, and I have asked him for advice a few times, though of course he runs a rival team. Jackie knows all there is to know about driving. When you listen to what he has to say, to what Fangio says, to Stirling Moss, their words are as meaningful as anyone's. And when you look back at the things they did not even think of, they thought they were driving the safest cars possible."

Hill is keenly aware of the essential contradiction in motor racing, that it is presented as a family spectacle, yet its most dramatic moments involve crashes and, sometimes, fatalities. "Inola in 1994 knocked the stuffing out of everyone," he says, referring to the deaths of Ayrton Senna and Roland Ratzenberger. "Since then, the sport has been made safer and the risk element has been reduced. But you can go too far down the road of sanitising everything. We are not human beings unless we take risks. Or put



Veteran in the fast lane: Damon Hill still believes he has something to prove despite his 1996 championship victory David Ashdown

it this way, the lives of people who take no risks would be even duller if there weren't people who take risks on their behalf."

Hill has always been a risk-taker. He was just five when he was introduced to skiing, and was instantly intoxicated by the speed of it. Even now, he insists that skiing is his first sporting love, and his eight-year-old son Joshua is similarly smitten. He is also determined to master surfing, and last year in Australia spent three whole days in the surf. "I relax by doing something else intensely," he says. "The trouble is that I end up doing everything

in hites." Not to mention bytes! He is presently trying to absorb information technology. "I hate Bill Gates, actually hate him," he says. "I have very little time to get up to speed with computers, so when I do, I want to be able to plug in and go. But you can't, because there is barrier upon barrier. Gates is walking into the sunset with billions, having sold us a dream that's not yet there. We're told it makes life easier. It doesn't, it makes life hell."

There's a man who cannot abide to be defeated by a machine. And it raises the question, what will he do when he does finally hang up

his racing overalls? "Motor-racing has been part of my life for as long as I can remember," he says. "I think I would like to do something else next, because it is quite a claustrophobic world, with limited opportunities. If I did stay involved, I would want control over the entire sport and everyone in it. And then I would give the public passes to get into the paddock, because the hospitality business is keeping true fans further and further away. It is the same with football. But I think we might be on the cusp of realising that money is not the answer to everything." If only it were so.

## TOMORROW

Complete guide to the Formula One season

## Ferguson shares blame for 'greed'

Sir: It is hypocritical of Alex Ferguson to be suddenly concerned about players' salaries and the future of football (Sport, 26 February) since he and his club are as much to blame as anyone for the current situation.

When clubs pay inflated fees for average players, British and foreign - and there are many examples of both currently in the Premiership - it is natural for those players to seek salaries that reflect their valuation.

There is a culture of greed prevalent at the top level of English football which needs to be eradicated. But clubs and players must all play their part in achieving this; not simply turn a blind eye and expect the fans to keep paying more and more at the turnstiles.

Perhaps a cap on transfer fees, and salaries linked to that fee, would bring some sanity and common sense back to our

national game, ensuring its future for another hundred years.  
M P FARISS  
Castle Douglas,  
Kirkcudbrightshire

## Fifa 'not fair'

Sir: Should Fifa, football's world governing body, have left English football in such disrepute following the FA Cup replay between Arsenal and Sheffield United? This unfortunate matter was being dealt with, albeit controversially, by the English Football Association in a pressurised yet sportsmanlike manner.

So, why did Fifa have to get involved? Their original plan

seems to have been to stop a re-match taking place and letting the result stand. If this was allowed to happen and Arsenal had been allowed through to the next round of the Cup, then I would like to know exactly what Fifa's policy of "Fair Play" is.  
JONATHAN MONTANARO  
Leamington Spa,  
Warwickshire

## No returns

Sir: In light of the recent drama made out of the Arsenal v Sheffield United game, I must share with you an event that I had totally forgotten about which I saw in a football programme last night. I quote: "Manchester

United, the best team in the land, desperately going for the championship, are being urged on by captain Steve Bruce. Unfancied Chelsea, in our first season under the management of Glenn Hoddle, are 1-0 up at Old Trafford. Mark Stein suffers a bad ankle injury and gets carried off. There are only a handful of minutes left. Chelsea have kicked the ball out so that Stein can be treated. United take the throw-in to re-start and fail to give it back to Chelsea. They want that title so much. Chelsea fans boo in disgust." It is 1994. Chelsea win 1-0, United win the title. I wonder whatever happened to Steve Bruce?  
M ADAMSON  
London SW11

## Shirt shrift

Sir: Now it has been brought to general notice that there is such a thing as "gentlemanly conduct" in association football, can we expect to see it now applied to the widespread practice of shirt-pulling which seems to be largely ignored by referees?  
MORGAN JONES  
Lyme Regis, Dorset

## Poor puns

Sir: I am fed up with hearing television football pundits (particularly, it seems, Scottish ones) talking interminably about "the back of the net." When a shot hits the side netting, it has missed. When a goalie tips a lob

on to the top of the net, he's saved it. So it seems to follow that the aim of the striker should not be to hit the "back of the net".

Let them stick it instead in the back of the goal, or hit the front of the net. Or better, just stick it in the net, nice and simple: football's a simple game, after all. Let's consign this unlovely phrase to the bin of history where it belongs, along with Frank McLintock's classic "the boy Lineker done good".  
ALAN SMITH  
Heaton Moor, Stockport

## Bemoaning Seles

Sir: When playing golf, the late Douglas Bader used to

squeakingly adjust one of his knee joints just as his opponent was about to play his tee shot. I consider the squawk Monica Seles makes every time she plays a stroke to be grossly outpitting to her opponent and believe the umpire should warn her to stop it or be disqualified.  
CANON PAUL GODDARD  
Folkestone, Cornwall

## Odds against

Sir: I thoroughly enjoyed Ken Jones' article on the British challenge for the world heavyweight title (27 February). But could someone please tell me what Lennox Lewis has done to justify being made favourite to defeat Evander Holyfield on 13 March? Let's not forget, Lewis was on his way to defeat against Frank Bruno until he (like so many others) managed to render Bruno senseless with one punch. Holyfield is the real deal.  
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Super League countdown: There is no safety net for Wakefield unlike fellow newcomers Gateshead

# Debutants on a different scale

BY DAVE HADFIELD

THERE WILL be two clubs battling to establish their credibility when the Super League season opens this weekend. One is a novel and vaguely glamorous proposition; the other is familiar, faded and, according to everyone's assessment but their own, doomed.

Gateshead Thunder and Wakefield Trinity - now with a superfluous "Wildcats" added to their famous and distinctive name - have both been built from scratch for the formidable challenge that lies ahead. But while Gateshead, a new club in new territory, have been freed from the overseas quota to bring in as many Australians of proven quality as they can afford, Wakefield have had to grab what they can from wherever they can get it.

That is not the only inequality. The Trinity coach, Andy Kelly, admits to more than a twinge of envy at the three-year security blanket with which the Thunder have been provided and which ensures they cannot be relegated from Super League in that time.

"We both have teams full of new players," he says. "The only difference is that they can sit there getting to know each other for three years and we can't. The fair thing would have been for us to be in the same situation, but the fact is that we aren't."

Super League and Gateshead argue that without safety from relegation during the formative years, no new franchise would get off the ground. As things are shaping up for the Thunder, however, the importance of that concession could be purely academic.

The new club has had just two run-outs - an 18-8 defeat at Castleford and a 50-point romp at Hunslet - but the signs are that Gateshead could be more closely concerned with the top of the table than the bottom. They were looking so sick at Hunslet, for instance, that their captain, Kerrod Walters, took the unusual step of asking the referee to allow their opponent to hang on longer in the tackle in order to make their job more difficult.

They are unlikely to make to make any similar request when Leeds travel to the Gateshead International Stadium this Sunday night, but it was clear from



'We are having our season written off for us before it even starts,' says Andy Kelly, the Trinity coach. 'But if it wounds your pride you come out fighting'

the expression on the face of their coach, Shaun McRae, last week that he is now satisfied that he has a highly capable squad at his disposal.

"When Walters, Willie Peters and Will Robinson move the football, they are a very good combination. Overall, I've got to be very happy with the way it's taking shape," he said.

When Kelly claims the same brand of confidence, the world of rugby league is more sceptical. The long, drawn-out process surrounding Trinity's promotion and funding left him with only a couple of months to put a team together and it is top-heavy with players who have had more than their share of injury problems or have had

trouble settling elsewhere. Despite that, Kelly - who proved himself a resourceful young coach in steering Trinity to the title ahead of more fancied rivals last season - believes he has gathered a squad that will surprise a lot of people.

"I'm very positive about the side I've got," he insists. "We've only been together for six or eight weeks, but there's already a nice feeling of gelling about it. We're becoming more and more positive about what we're doing and looking forward to it, starting with our first match at Castleford on Sunday."

Kelly's key signing is undoubtedly Tony Kemp, the Kiwi international stand-off or loose forward from Leeds. "His value

is already showing through. He's a very professional type of person and it's rubbing off on everybody."

It is via players like Kemp and the equally talented but never wholly settled Willie Poching that Kelly hopes to defy all the predictions.

"It's something we have to be aware of," he says of the universal expectation that Wakefield will be back where some consider they belong this time next year. "We are having our season written off for us before it even starts and to have all the forecasts telling you what a poor season you're going to have can be a bit hurtful."

"But if it wounds your pride you come out fighting."

The rhetoric at Gateshead is more along the lines of winning friends and influencing people; filling the International Stadium could represent a bigger hurdle to them than merely winning matches. It is unfortunate for them that their first game coincides with Newcastle's United's FA Cup tie against Everton two and a half hours earlier.

It is typical of them, though, that they will try to turn a handicap into an asset, by arranging for announcements at St James' Park inviting Geordies to cross the Tyne to watch a second match that evening.

Like Wakefield, Gateshead have secured a lucrative sponsor

ship deal - the two newcomers are the envy of many existing Super League clubs in that respect - but they have also broken new ground by advertising on Tyne-Tees Television.

Their situation obliges them to be innovators. Wakefield, despite needing to take any televised matches to Barnsley because Belle Vue is not up to the job, will try to tap into a great reservoir of tradition and stubborn pride.

They will both be watched with enormous interest - and will be watching each other more keenly than most, comparing how two operations coming at it from completely different directions cope with the challenge ahead.



Kemp: Highly valued

## Offiah to play in spite of tragedy

MARTIN OFFIAH will play for the London Broncos this weekend, despite the death of his father who was gunned down in his native Nigeria on Monday night. George Offiah, 68, a chief magistrate in the west African country, was killed by suspected car thieves, writes Dave Hadfield.

The 32-year-old Broncos star is "utterly devastated," said his agent, Alan McCole. "His father was in his Mercedes. He was challenged by a group of individuals and shot dead."

The killing happened in the south eastern city of Onitsha, Nigeria's second largest commercial city.

The St Helens winger, Chris Smith, will miss the start of the new Super League season after being banned for three matches. Smith was ordered to appear in front of a disciplinary hearing yesterday after a tackle on the Leeds centre, Brad Godden, in Saturday's Silk Cut Challenge Cup tie was picked up on video.

He was found guilty of a late high tackle and his suspension increases the probability of the Wales international winger, Anthony Sullivan, being recalled to Saints' line-up after being left out of the cup tie.

Turner is already suspended for six matches for the tackle for which he was sent to the sin-bin. "It was only a small gesture but it was seen by two and a half million people on television," said the Rugby League's media manager, John Huxley.

Gateshead's preparations for their match against Leeds on Sunday have been disrupted by their coach, Shaun McRae, slipping a disc. The new club's assistant coaches, Tony Anderson and Glen Workman, have taken charge of training.

The managing director of Super League, Maurice Lindsay, said at yesterday's launch of the new season that every club had reported an increase in season ticket sales this year.

Wigan have signed a young player with a famous name - Billie-Joe Edwards. The 16-year-old is the younger brother of the London Broncos captain, Shaun Edwards.

## Oxford have to be wary of Laird

BY BILL COLWILL

OXFORD, WHO play in the National League, are favourites to add to their 37 wins in the 99th Varsity match but Cambridge, who lead the way with 45 victories, have had a good season and are mounting a strong challenge for National status.

The threat to Oxford at the Milton Keynes National Stadium next Tuesday will come from the double Oxford Blue Adam Laird, who after three years of National League experience with East Grinstead, arrived at Cambridge last October and immediately started scoring goals.

Averaging more than two in each of Cambridge's league games, he could be the difference between the sides. Another Cambridge talent with league experience is Steve Gray.

Oxford, led by their South African captain, David Eddle, will be looking to their England Under-21 World Cup striker Tom Matthews to provide the goals. Matthews, along with

### WETHERBY

2.00 Habbad 2.30 Niki Dea 3.00 Scotmali  
Lad 3.30 Barnburgh Boy 4.00 Jowoody 4.35  
Brighter Shade 5.05 EASTERN PROJECT (nap)

GOING: Soft (Heavy in places).  
Left-hand oval circuit. Run-in of 200yds slightly uphill.  
Course is NE of town on A1224 (near junction of A50 and A1).  
ADMISSION: Club £3 (unaccompanied under-16s free).  
Accompanied under-16s free. CAR PARK: Free.

LEADING TRAINERS: Mrs M. R. R. 40-50 (20%), T. East-  
ley 30-44 (22%), Mrs S. Smith 15-11 (7%), D. Nicholson  
17-19 (21%).  
LEADING JOCKEYS: L. W. 46-58 (24%), P. Niven 35-  
56 (21%), A. Cobble 22-19 (7%), R. Guest 15-56 (22%).  
FAVOURITES: 207-487 (42%).

LONG DISTANCE RUNNERS: W. Thompson (400) sent 215 miles.  
BUNKERED FIRST TIME: E. 5000

2.00 HAREWOOD NOVICE HURDLE (CLASS E) £3,000 added 2m  
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## BY MARK BURTON

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## SPORT

BAULCH, THE NEW GOLDEN BOY P21 • HILL'S UNFINISHED BUSINESS P20

European Cup: United manager stresses the importance of not conceding an away goal against Internazionale

## Ferguson's case for the defence

THE TIMING of Diego Simeone's admission yesterday that he had feigned injury to get David Beckham sent off during last summer's World Cup finals was not, it can be safely assumed, coincidental.

Simeone's Internazionale team face Beckham's Manchester United at Old Trafford tonight in the first leg of their European Cup quarter-final and the Italian side have identified the England midfielder as a key to the outcome. Even the least cynical of observers would question the motives for Simeone's admission, which was published in the Italian press yesterday.

Tonight's match sees the two players meet again on the field for the first time since England's World Cup second round match last summer against Argentina in St Etienne, when Beckham flicked out a foot at Simeone, who collapsed to the ground. Beckham was dismissed, England went on to lose the game on penalties and the United player has since been pilloried by opposing supporters.

That is an enormous amount of derision and Beckham, who has been reluctant to discuss his dismissal, would not be human if St Etienne had not crossed his mind even before Simeone's comments. Now it looks certain to be at the forefront.

Alex Ferguson, who has his own opinion as to why Simeone should suddenly confess now, was anxious yesterday to play down the matter. "We'll do our talking on the pitch," the United

BY GUY HODGSON

manager said. "We'll just play the game and not get involved in this. The referee is there to sort out Simeone on the field."

Nevertheless Ferguson could have done without this distraction before his team's most important game of the season to date. He has refused to get involved in the "will he, won't he?" debate that has surrounded whether Ronaldo will play tonight and had hoped

## RED DEVILS AGAINST THE ITALIANS

Record of matches between Manchester United and Internazionale  
31 July 1996  
Inter 3 (Carbone, Branca 2) Man Utd 0  
13 August, 1996  
Man Utd 0 Inter 1 (Zamorano)  
27 July 1997  
Inter 1 (G. Nevill) Man Utd 1 (Burr)  
30 July 1997  
Man Utd 1 (Giggs) Inter 1 (Gonzalez)  
(all friendlies)

Record against other Italian clubs  
1997-98 - Champions' League  
Juventus (H), won 3-2 (Shearman, Scholes, Giggs)  
Juventus (A), lost 1-0

cludes Roberto Baggio and Youri Djorkaeff they have not scored in their last three matches. Against that they conceded only five goals in Group C of the Champions' League qualifying phase and finished above the reigning champions, Real Madrid.

Ferguson was focusing on that yesterday, comparing the Italians to the ruthlessly efficient defences of the Sixties and Seventies. "Inter are a throwback to the *cateraccio* system," he said. "They don't give

motivated for that. It's their only chance of an honour. Some clubs can plan to go for one trophy and forget everything else."

Dwight Yorke and Andy Cole's contest with the parsimonious Inter back three will probably decide tonight's first leg, although a more down to earth factor might be just as influential. The pitch, which has been re-laid once and was patched up last month, resembled Old Trafford cricket ground yesterday with covers to protect the more vulnerable areas from the constant teaming rain. It was a futile effort.

With more rain forecast for Manchester today it is likely to be more a mud heap than a bowling green and certainly will not be a surface on which anyone would gamble suspect fitness. Ronaldo, for example.

Inter did not bring the Brazilian on the plane with them yesterday but Ferguson was not buying that as final confirmation of his own availability. He recalled that Jürgen Kohler did not travel with Borussia Dortmund two seasons ago and still played at Old Trafford, courtesy of a private jet.

"I'm not convinced," Ferguson said. "When Italians tell me it's pasta I check under the sauce to see if it's. They are masters of the smokescreen. They come out with 'the English are so strong, we're terrible in the air, we can't do this we can't do that'. Then they beat you 3-0."

"I'll wait to see their team. I ask this question: Why did Ronaldo play in a practice match last Friday?"

Cagy, suspicious, but the United manager is purring that his side are as well prepared as they could be. The acquisition of Yorke and Jaap Stam has strengthened a team which was good enough to reach Europe's last eight last season and he is reinforced by the fitness of Ryan Giggs and Roy Keane, who were both missing against Monaco.

"We have everyone fit and in the last two or three years we have not had that privilege," he said. "The team is playing well enough, the spirit's good so the recipe is there all right. I don't think we could be more pleased."

A 3-0 win tonight would challenge that assertion.

Lessons of history, page 24



Alex Ferguson, the Manchester United manager, contemplating his task yesterday

Press Association

## TONIGHT'S PROBABLE TEAMS

KICK-OFF 7.45 (ITV)

IRWIN	GIGGS	ZANETTI
JOHNSON	SCHOLES	BAGGIO
SCHMEICHEL	COLE	COLONNESE
STAM	KEANE	PAULUCA
YORKE	DJORKAEFF	BERGOMI
BECKHAM	CAVET	GALANTE
G. NEVILLE	WINTER	

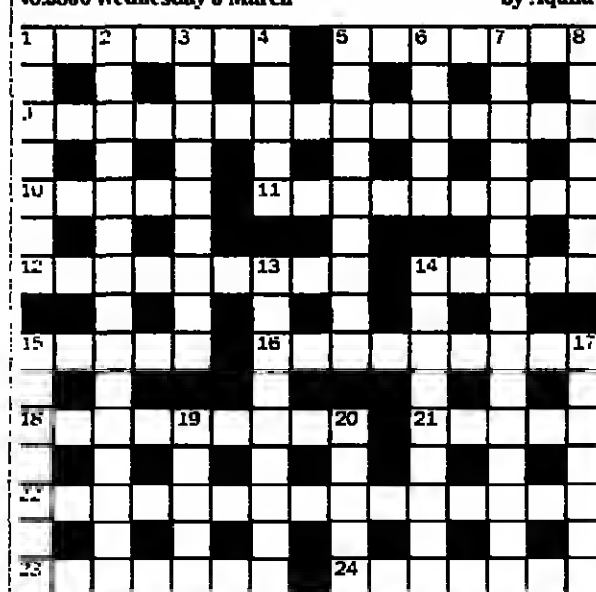
REFEREE: HELLMUT KRUG (GERMANY)

## THE WEDNESDAY CROSSWORD

No. 2860 Wednesday 3 March

by Aquila

Tuesday's Solution



U B A C H O A H Y M N A L  
C A N O M P L E  
O B E L I M U S C A E T  
I U  
S P E C I A L I S A T I O N  
L O N D E  
E K O T I C G O A N S K  
P S T G N  
A R E M I A T I O N E R  
I T A T I O N  
I G N A T I U S I L I A D  
O T C A O O E  
E U R O P E N I N E T I E S  
T R O E A P

## ACROSS

- Hunting dog less well-bred, would you say? (7)
- A cough's troubling men up in Argentina (7)
- Single bartender, he? (8,2,5)
- About to have music around plant (5)
- Star carsman has such trouble in the heat (9)
- Happy times, once, on the greens (5,4)
- Salty and clever, but not active (5)
- Frenchmen in first part of Coward play tending to overact (5)
- Hidden oil-places in steam organs (9)
- Foreign currency stirs trouble for moderates (9)

## DOWN

- Fast run to junction (5)
- Cause-leaders of common carriers? (8,7)
- Travel document for route William followed (7)
- Rector lacks alternative in cathedral in perpendicular style (7)
- Ancient measures engulfing school of painters (7)
- Re-plan community in a way that is not flattering (15)
- Light lecture's over when school prizes are given out? (6,3)
- Castles in the air (5)
- Reasons the French pull up weed with yellow

- flowers? (9)
- Not satisfied with some gun-metals (5)
- Tense, like the tennis-balls received by Henry V? (8,7)
- Concealment of quarters before battle (7)
- Of the line redesigned as Central? (9)
- One holds papers of counsel taking lawsuit (9)
- "Steel Cutter", old horse observed in the frame (7)
- Content to meet (7)
- More than one spoke in the Inner Wheel (5)
- Fur bought originally in stock-clearance (5)

## Le Saux and Fowler Atletico poised to make £17m bid for Anelka

BY MARK PIERSON

GRAEME LE SAUX and Robbie Fowler have been charged with misconduct by the Football Association following the England team-mates' running feud during Chelsea's 2-1 Premiership victory over Liverpool at Stamford Bridge on Saturday.

Le Saux, the Chelsea full-back, appeared to elbow Fowler after being taunted by the Liverpool striker. The FA made its decision after studying video evidence. The pair have 14 days to lodge an appeal.

The referee, Paul Durkin, and fourth official, Dermot Gallagher, missed the off-the-ball incident, which left Fowler flat on the turf. However, television pictures, captured by BBC's *Match Of The Day* cameras, appeared to show Le Saux's elbow make contact with the back of Fowler's head. Bad feeling between the players had been building up before the incident, with Fowler goading Le Saux.

After seeing the video evidence himself Durkin, who had booked both players earlier and warned them to stop the goading, said that he had seen the incident he would have sent Le Saux off.

Now the pair, who looked certain to be called up by the new England coach, Kevin Keegan for the vital Euro 2000 qualifier against Poland on 27 March, are likely to be hit with suspensions and fines by the FA.

The Chelsea player-manager, Gianluca Vialli, yesterday called for an amicable solution, asking Le Saux and Fowler to shake hands on the incident.

Vialli believes Chelsea can mount a strong defence of Le Saux to save him a possible four-match ban.

"I'm thinking about the match recently when Arsenal played Preston and one of Preston's players was hit before Arsenal scored a goal. Everybody saw it on video, but it was not in the referee's report and no action was taken," Vialli added.

The man who escaped an FA charge on that occasion was Arsenal's Spanish reserve striker Fabian Caballero, but the FA has used video evidence several times to bring players to book.

Le Saux has been involved in at least two other incidents this season, a bust-up with Arsenal's Lee Dixon in August and another at Blackburn - his former club - a few weeks later when both Le Saux and French midfielder Sebastian Perez were dismissed.

The Referees' Association has backed the FA's decision to use video evidence. Its president, Peter Willis, has welcomed the growing trend for trial-by-television.

"If the FA and clubs are prepared to accept the use video evidence to exonerate players, then I cannot see the problem in using the same video evidence to show where players have misbehaved when they haven't been seen," Willis said.

"It is simple justice. It is not a question of how you get caught. If people break the rules in a serious nature, then it is right and proper that the governing bodies look at it."

Le Saux: Video evidence



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ATLETICO MADRID are poised to make a £17m offer for Arsenal's French striker Nicolas Anelka, according to Spanish media reports.

Atletico have money to spend as they have effectively not replaced Christian Vieri since the Italian moved to Lazio last summer.

The Spanish transfer season does not begin until the summer, with no players able to be bought during the current campaign.

Peter Schmeichel hopes his performance against Internazionale tonight will attract attention from a Serie A side interested in signing a goalkeeper for next season.

The Dane's scheme, revealed to the Italian press, raises doubts about his original comment that he was leaving Old Trafford because of the "pressure of games".

Schmeichel will be extremely attractive to teams in Italy, as he is a free agent and might settle for a one-year contract. Roma have already shown interest in him.

Manchester United may yet persuade him to stay, but their spies are this week to watch watching the two leading candidates to replace him, Mallorca's Carlos Roa and Parma's Pierluigi Buffon. The Argentinian Roa plays in the European Cup-winners' Cup against Croatia's Varteks, tomorrow while Buffon was watched by a delegation at Bordeaux last night.

Middlesbrough will meet the Italian striker Marco Branca

BY ALAN NIXON

today to discuss his determination to return to Premiership action. The 34-year-old former Inter player has been fighting against a career-threatening knee injury since April last year, and he has played barely 20 minutes of football over the past 11 months.

Boro terminated his contract on medical advice in December after Branca was unable to provide any evidence that his knee would be able to stand up to a return to the top level of the professional game. Now the striker, armed with the diagnosis of Professional Footballers' Association orthopaedic surgeon, David Dandy, claims to have won his battle for fitness.

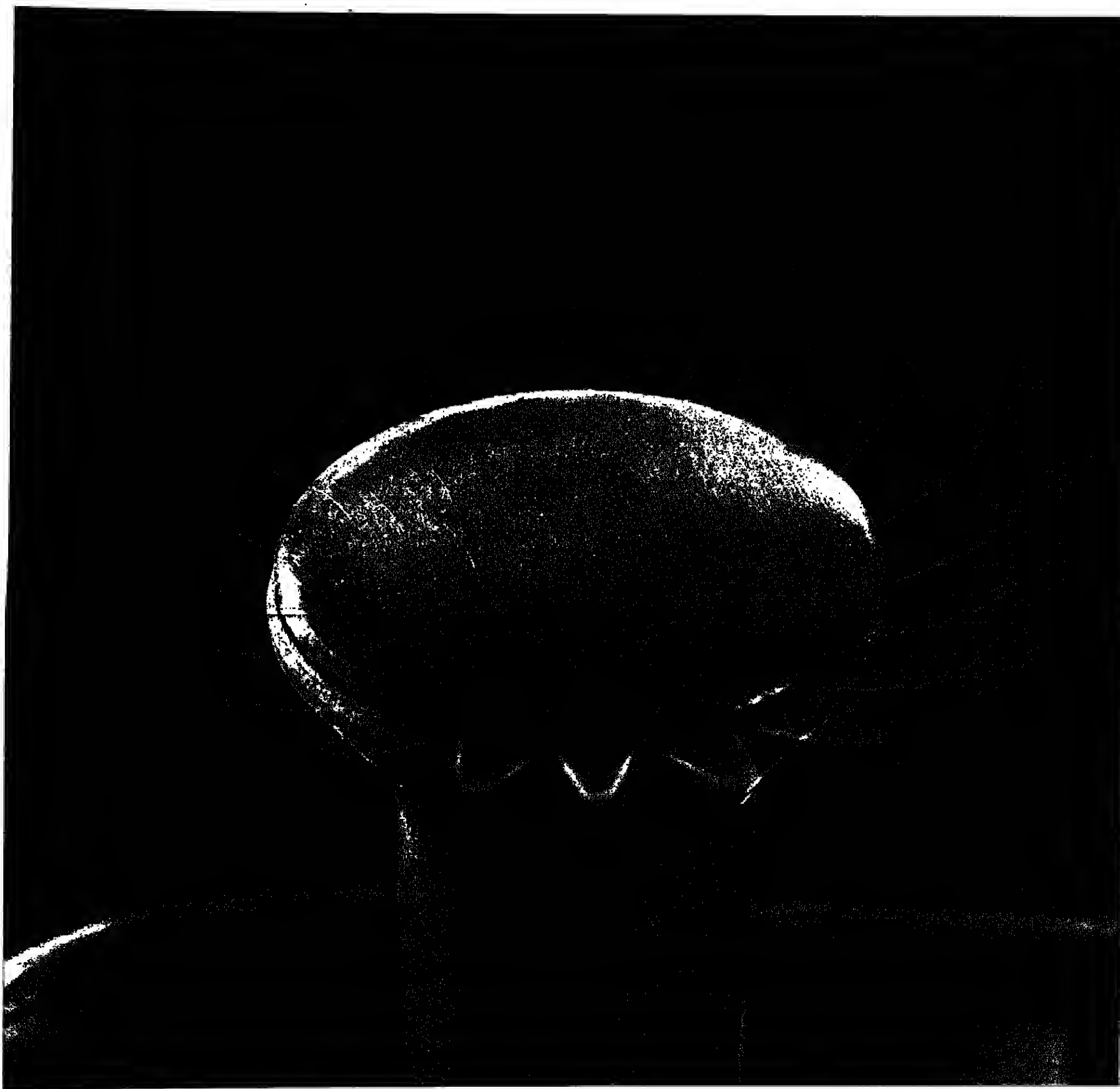
Boro yesterday said they would hold a meeting with Branca today, but the club's spokesman, Dave Allan, hinted that Branca's return to action is not a foregone conclusion.

"We have received a draft of Mr Dandy's report which isn't inconsistent with the earlier diagnosis from Andrew Weeber," he said. "In view of the reports of the two consultants and Marco's insistence that he wants to continue playing, we're going to sit down with him on Wednesday and try to work out a satisfactory solution for all concerned."

Miguel Dominguez, a 19-year-old Paraguayan striker, has joined Middlesbrough on loan.



## HOW CENTRICA TURNED UP THE HEAT IN THE CITY



**Inside:** Why Sir John Hall failed to turn Newcastle into the club of his dreams, page 5

## The radio executive's radio executive, page 6

**Plus:** Hamish McRae, Diane Coyle, Derek Pain, Jo Davis and The Trader

## INCLUDES FINANCE AND INVESTMENT

**poised  
ke £17m  
r Anelka**



## THE BUSINESS WORLD

## Cut the red tape and let small firms breathe

IF YOU are running a small business, or thinking of starting one, which of the following three things would you want the Chancellor in next week's Budget? One: some new tax incentives for small businesses? Two: a package to boost enterprise and productivity? Or three: simply fewer government regulations?

Yes, it would be nice to have all three, but my guess would be that if business people had to choose only one, most would plump for the third. They don't want government to do more. They want it to do less.

There is the dilemma for Gordon Brown, and one of the most interesting things to look at next Tuesday will be how he tries to resolve it. For everything he has said about the forthcoming Budget, his instincts to try to find ways of encouraging enterprise will be translated into tax incentives and a more general business-boosting package. But if you look in practice at what has happened in the past few weeks, small businesses have been damaged by government action.

The introduction of self assessment has put a sharp cash squeeze

on large numbers of sole traders, an effect made worse because the Inland Revenue miscalculated many of the tax demands. In addition, even small businesses have had additional admin burdens loaded on to them by European Union directives on work hours, while the minimum wage and the working families tax credit have put still greater loads on the management team. In short, what the government says is precisely the opposite to what it does.

There is a particular problem here for small businesses. Large ones hire people to cope with the additional administrative work. This costs money, but large companies can always shed some workers or close a factory to offset the cost. A small business usually cannot afford to do so and a sole trader cannot do anything at all, except try to reallocate their time away from the job and towards doing the admin instead.

The Government's defence would be that these costs are still lower than those of other EU countries. That is a fair point, but then the rate of business start-ups is lower there than it is here. If you exclude farmers the

proportion of self-employed is lower too. The key comparison is not with Europe but with the US, where there is a higher business start-up rate.

Is the admin burden on US business, particularly small business, lower than it is on UK ones? Well, no. It is almost certainly higher. In the Global Competitiveness Survey, the UK did well in terms of the time that business people had to spend with bureaucrats: only the Scandinavian countries ranked better. The US was in the middle and among the big European countries, France and particularly Italy ranked badly.

But Italy has vibrant small businesses, and in much of Scandinavia they are worried about the lack of emerging businesses. So anyone trying to argue that excessive bureaucracy is the main thing holding back business start-ups in Britain has a tough case to argue. It is very difficult to get any hard evidence, but my guess would be that the UK bureaucracy burden, while worse than it was five years ago, is still acceptable by international standards.

So what is to be done? We should not sneer at the measures Gordon



HAMISH MCRAE

**Expect better investment allowances for small firms, further tax incentives for venture capital investment - including something for high-technology companies - and changes in capital gains tax**

Brown will announce on Tuesday. Expect better investment allowances for small firms, further tax incentives for venture capital investment, including something for high-technology companies, and changes in capital gains tax to encourage asset holders who retain those assets for a number of years.

These changes should be helpful but it would be naive to expect anything dramatic to occur. The incentives for Venture Capital Trusts and for the Enterprise Investment Scheme are pretty big already. In so far as there is a financing gap for small start-ups, the problem is not lack of tax incentives but other barriers, which have more to do with culture and attitude than anything that can be tackled by a tax break.

For a start the number of rich people wanting to risk their capital by backing a new venture is quite small. Next, the mechanism linking would-be investors with would-be entrepreneurs is haphazard. Once you get above about £250,000 the specialist venture capital companies start to become interested, but most start-ups need a lot less money

than that. Below £250,000 the costs of examining a project, making a decision, and monitoring the investment become too big relative to the rewards. So the only possible source of funds is from private individuals who want, as much as anything, the fun of backing a new business.

What is to be done? I have no magic wand, but I have a suggestion. It is that the Government should look at the regional differences in business start-up rates and try to identify why some regions - London and the South-east in particular - have high business start-up rates, while others - such as parts of Scotland - have relatively low ones. Is it a problem of supply or demand - is it possible to identify whether in some regions there is a relative shortage of capital to back ventures, or whether in those regions there is a shortage of people coming up with the projects? If the problem is money it is relatively easy to fix. If it is a dearth of would-be entrepreneurs it is harder - but until you know the nature of the problem, you cannot begin to think how to fix it.

The good news is that much of the

infrastructure for assisting new businesses is in place. The various development bodies have spent the past two decades trying to encourage inward investment, and been successful. But it is expensive to develop the incentives and companies are able to up and leave. Now several of them are looking at refocusing their activities to try to boost local businesses. It is not easy and the impact on job creation, even when successful, is less dramatic. But within some of these organisations there is a growing view that this is the only secure way forward if you want to regenerate an area. Seeing foreign companies shut a number of high-profile plants in the past couple of years has had a searing impact on development agencies' attitudes.

Does this mean more bureaucracy? Well, yes, in the sense that if a publicly funded agency is involved, there has to be proper controls as to the way taxpayers' money is spent. But development agencies can be enormously helpful in meeting small businesses' needs. They can start by setting up help-lines to assist them to obey all those regulations.

## DATELINE: PEKING, CHINA

## Prepare to shut up shop at any time

IF EVER a country embodied the entrepreneurial spirit, it is China at the end of the 20th century.

Access to fast-changing technology and a "flexible" approach to business arrangements and outdated regulatory frameworks contribute to a contagious optimism about money-making opportunities.

Anything seems possible - until the frontline soldiers in China's long march towards a dynasty of small private businessmen confront the might of the Chinese state.

Take the Chen brothers, in the Mawei district of Fuzhou city, in the south-eastern province of Fujian. Chen Zhu and Chen Yan have found themselves in a "David and Goliath" fight with China Telecom, the state telephone giant whose employee roll-call runs to more than a million.

It is outraged by a recent court ruling, which decreed that the Chen brothers had not broken the law in setting up an Internet international phone service in the back room of their suburban store, undercutting the sky-high call rates charged by the state monopoly.

The seeds of the trouble were planted in late 1997, when

BY TERESA POOLE

the Chen brothers launched their Internet service, offering five minutes of free international telephone time to entice customers into their electronics shop. So too they were operating as a small phone service, attracting up to 20 callers a day.

China Telecom used its clout to send in the police, who detained the two men on charges of "endangering national security", confiscated their computer equipment, and bunged on to 50,000 yuan (£4,000) in cash after releasing the brothers.

Unusually for China, the Chens decided to fight back. Last May, they went to the local Mawei court, claiming that as there were no laws or regulations outlawing the private provision of telephone services over the Internet, they could not have committed a crime. They accused the police of wrongful behaviour, and demanded the return of their equipment and money. The court said they had no case.

They appealed to the Intermediate People's Court in Fuzhou. Against all expectations, the Chens won, and the original case against the police was sent back to the Mawei

court with orders to be heard by the end of April.

As the case stands now, this represents something of a blow, albeit extraordinary victory. The police still have the computers and the money, and China Telecom swiftly introduced new regulations last September, saying that anyone running an Internet telephone service must first have its approval.

"Certain unlawful and illegitimate operators... have taken a large part of revenues from us, amounting to several billion yuan," said Zhang Chunjian, director of the Telecommunications Management Bureau at the Ministry of Information Industry in Peking. "This is tantamount to information smuggling."

He said China Telecom had plans for Internet telecommunications, and did not intend to share the business with all-comers. The Chens will go down in the annals of China's commercial history as failed early champions of consumer choice. They are unlikely to be the only ones. In Peking, the small traders of Sanliun district are involved in a similar struggle of unequals, pitting risk-taking individuals against central planners.

Over the past five years, this part of the city has evolved into the nearest thing Peking has to a Hampstead High Street.

Encouraged by a critical mass of expatriates, and a growing number of middle-class Pekingers, Chinese and foreign entrepreneurs have set up a string of small, mostly private shops and restaurants along the tree-lined Gongti North Street.

They include Jenny Lou's grocery store, Sieglende Schindler's German butcher,



Farid Fakhour is resigned to losing his popular new Thousand and One Nights restaurant to the bulldozers

Natalie Behring

the Italian cheese shop, and Farid Fakhour's Middle Eastern restaurant and cake shop.

Now even the smallest foreign-invested retail business must have a Chinese joint venture partner, and the most modest private Chinese business is at the mercy of demands from local bureaucrats for extra fees, taxes and permits. Even the clearest rental lease can turn

out to be worthless. Especially when the local government wants to send in the bulldozers.

All these businesses have just been told by local cadres that they have only weeks to evacuate their premises, which are to be demolished for underground heating pipes and road-widening.

"I signed a four-year lease for my restaurant building," said

Mr Fakhour, a Syrian who has been doing business in China for two decades, and whose popular Thousand and One Nights restaurant opened only last April. "First I heard from other traders. Then after two or three days there was a letter, not signed, saying that they were going to demolish us."

None of the businesses will receive either compensation

or the offer of alternative accommodation. In the face of a construction project blessed by central government, no one believes there is any point trying to fight.

Wang Jianying is the driving force behind the Jenny Lou grocery stores and one of the most successful small Chinese traders in Peking. Her Gongti North Street shop opened in

April 1997 with a five-year lease. "How can they break it? Because it is the government's building. We spoke to them, but it's no use," she said.

If there is one essential quality for anyone doing business in China it is stamina.

"I know China very well," said Mr Fakhour. "I have my idea for business. When I lose something, I forget about it."

## A WEEKLY DIGEST OF THE WORLD'S FINANCIAL PRESS



**FINANCIAL TIMES**  
Why companies should provide investors with more frequent information

BRITISH COMPANIES should move to quarterly reporting immediately, with monthly frequency a realistic target.

An imaginative company would make its data available on its website in manipulable formats. Long-run data, in a standardised format, are also badly needed. Once these are taken, the way is clear for more frequent reporting.

Today's annual report is like a Victorian snapshot, an artificial moment in time. Just over half a century ago, the Lumiere brothers broke free, to bring us the motion picture. Business activity, like the life that films capture, is a flow, not a series of discontinuous steps. It is time for corporate reporting to make that switch.

Peter Martin, FT columnist



**BUSINESS WEEK**  
On how Olivetti's bid for Telecom Italia signals a turning point for European capitalism

A FLOOD of private investment in equities is forcing Italian capital markets to grow more sophisticated fast. And old-boy relationships are fraying. For example, Milan's secretive Mediobanca, once the virtual house bank of the Agnelli's, is backing Olivetti, while the Agnelli's themselves are publicly backing Franco Bernabè.

Hordes of American investment bankers are speeding this transformation. In fact, it was bankers from Lehman and DLJ who came up with the idea for Olivetti's raid. In the coming days, Italian politicians may find it hard to resist interfering. But whether Olivetti succeeds or fails is almost beside the point: For European capitalism, there is no going back.

Cover story



**THE WALL STREET JOURNAL**  
On how Tony Blair must now move the euro debate in Britain forward

THE WARS of the euro-sceptics/enthusiasts generate a lot of heat, but little light. The only constant in the mind-numbing crossfire was the government's agility in parrying the question of how to decide. That, at least has changed. Prime Minister Tony Blair made clear he wants to see Britain join the euro as soon as possible. Now, the cards are stacked against entry into EMU. Mr Blair's first test will come in the election for the European Parliament in June.

Mr Blair must win support for his government's policy not with slogans, but by cutting through the *Strum and Drang* of the current "debate" and putting the arguments directly to the British people.

Leader comment



**FINANCIAL NEWS**  
On how the Revenue is trying to chip away pension funds' privileged tax status

THE REVENUE is in effect trying to move the goal posts retrospectively by using anti-avoidance legislation enacted long before such [share] buy-backs were even thought of. It is Parliament, not the Revenue, that should be laying down the law on taxes. But the Revenue's action is even more extraordinary given the Government's eagerness to encourage funded pensions.

The Revenue appears to be ploughing a semi-autonomous furrow with its "paid-by-results" investigators and it is hard to reconcile what it is up to with the Government's broader policy aims on pensions. The Government should call its tax collectors to heel.

Leader comment



**FORTUNE**  
On US threats to impose punitive tariffs on European luxury goods over bananas

SOME EXPERTS believe establishing the authority of the WTO is worth America's thick-skinned approach. Still, it is an open question whether the strategy of targeting products is useful; it is certainly ugly to watch.

Unfortunately, there are few choices available to countries whose economies have been harmed by discriminatory trade policies.

For now, America and Europe are squabbling over a little yellow fruit that neither one produces. And folks [producing cashmere] in the Scottish Borders have little choice but to pray that calmer heads - prevail in time to save their fall season - and their jobs.

Len A Costa



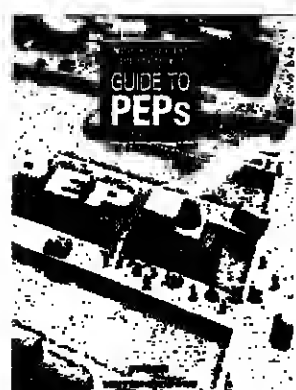
**THE ECONOMIST**  
The single European currency is already showing signs of wear and tear

EUROPE'S ECONOMIC road is looking suddenly much bumpier. This is not the euro's fault. But the rules surrounding it may make things worse. The European Central Bank has said it will not reduce interest rates unless governments continue to reduce their budget deficits. In the long run that is a worthy goal. But now it misses the point. Not only does the combined stance of monetary and fiscal policy need to be eased in the euro area, but in some economies fiscal policy may need to be used to support demand. The euro's design faults increase the risk that a slowdown in growth could lead to a recession. Which might put at risk even the euro's very survival.

Leader comment

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BY NICK CUCUITI  
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COVER STORY



Roy Gardner (right) and Mark Clare of Centrica, which last week reported its first profit and rewarded shareholders who had remained loyal with a special dividend totalling £530m

# Old flame, new fire

BY MICHAEL HARRISON

Two years ago, British Gas held the dubious accolade of being Britain's most hated corporation, having earned its place in history as the birthplace of the Fat Cat. Then it was broken up, and today Centrica, its sales arm, is one of the nation's most admired companies with money to burn. It is even toying with buying the RAC. So how was this transformation achieved?



The rushes from British Gas's latest TV advertising campaign, which is helping to claw back customers

WHEN BRITISH GAS was broken up two years ago into a trading company called Centrica and a gas storage and transportation business called BG, they carved up the rights to the trade name between them.

But they also drew up a "poison pill" agreement to protect each other. If either company were taken over, the new owner would forfeit the right to call itself British Gas or use the familiar blue flame logo.

At the time it did not seem to be much of a defence against hostile takeover bids. Indeed, it looked more like the product of some terrible, misguided vanity. Far from being a prize asset, the name of British Gas was Mudd. Customer complaints were at an all-time high. The company had earned the sobriquet of the most hated corporation in Britain. Cedric Brown, its former chief executive, had assured British Gas a footnote in history as the birthplace of the Fat Cat. It was the kind of publicity that would make most firms desperate to change their identity, not ringfence it.

Of the two new businesses, Centrica was the one most in the firing line. It was the public face of British Gas to 19 million disgruntled customers through its chain of High Street energy centres. It was also responsible for checking three million central heating boilers through the three-star service scheme.

If any business was on a hiding to nothing, it was Centrica. But its troubles did not stop there. Competition had been introduced into the domestic gas market and British Gas's monopoly was being eroded fast by smarter and nimbler rivals who did not carry the same negative baggage and could offer cheaper prices. To cap it all, Centrica had inherited some £30bn in liabilities in the shape of the old parent company's take-or-pay gas contracts in the North Sea.

If all of that wasn't enough to sink Centrica outright, it was sufficiently serious, potentially, to hole it below the waterline. Small surprise that the British Gas chairman, Sir Richard Giordano, had a simple piece of advice for the army of Sids who had jumped on board in 1987 when the business was privatised - abandon ship now.

There didn't seem to be much future in being a shareholder anyway since Centrica was not forecasting anything other than losses and was therefore not paying a dividend.

How times change. Last week, Centrica reported its first profit and, to reward those shareholders who had remained loyal, announced a special dividend totalling £530m. And Centrica has reversed the tide of customer desertions. Its share of the domestic market has fallen to 80 per cent but for the first time since competition began in April, 1996, it is gaining more customers than it is losing. Since the opening of the electricity market to competition last August, it has also set itself the goal of replacing every one of the four million gas customers lost with a customer from one of the regional electricity companies. After seven months, it is a quarter

of the way towards its target. But its sights now stretch beyond home energy. It wants to buy the RAC's motoring services division and is also lining up a consortium bid for Drax, Britain's biggest power station. Ultimately, Centrica sees no reason why it shouldn't leverage its customer base of 15.5 million households and the British Gas name to provide everything from car insurance and home shopping to mortgages and domestic appliance repairs.

There are several factors behind the transformation. Customer inertia is one. Based on Centrica's experience in those regions where competition has been running longest, it looks as if loss of market

share has hit a natural floor at about 30 per cent. Centrica's ability to offer "dual fuel" deals to households has made it price-competitive. The series of documentary-style television adverts, using real customers and real service engineers and filmed by Dominic Savage, the *Cutting Edge* director, also plays cleverly to the strengths of the British Gas brand. But most of the renaissance is down to two men, Centrica's chief executive, Roy Gardner, and its finance director, Mark Clare. Mr Gardner is all restless energy, his muscular physique accentuated by a tan he picked up last month in the Bahamas. Before joining British Gas as finance director in 1994, he

was managing director of GEC Marconi where he learned his trade under Lord Weinstock. Mr Clare, a former STC executive, is one of those finance directors who is a big picture man, not simply a number cruncher. They make an interesting contrast with the two top men at BG, David Varney and Philip Hampton, who are also highly rated but in a different way. Where Mr Gardner is streetwise and forever on the lookout for a deal, Mr Varney is analytic to the point of being ethereal.

"Gardner would sell his granny if he thought he could make a turn on it where as Varney would probably philosophise on the ethics of treating old people in that

way," says one analyst. "Gardner is a streetfighter. He just wants to take the gloves off and get in there."

His pugilistic tendencies have not hurt the share price. Since demerger in February, 1997, Centrica has outperformed the market by 20 per cent, not bad for a company that recorded a bottom line loss of £791m in its first year of trading. Dr Rod Maclean, oil and gas analyst at ABN Amro, says: "Slowly but surely, they are putting the pieces together. They have renegotiated a good deal of the take-or-pay contracts, their gas market loss is less than expected and they have done better in electricity than they thought they would. As for

the energy regulator, he has much bigger fish to fry elsewhere." Centrica says the cost of acquiring each new electricity customer is £30 compared with the £100 a head National Power paid when it bought the supply business of Midlands Electricity and the £200 per customer PowerGen is paying through its acquisition of East Midlands Electricity. The City likes these numbers and the extra profit it expects Centrica to squeeze out of its new customer base.

ABN Amro is forecasting that operating profits will more than double from £208m last year to £328m in 2002. "The question is, 'Where to next?'" says Mr Maclean. "What worries some people is what they might buy and what the long-term growth prospects for the company are."

In particular, what worries the market is the idea that Centrica might become a roadside breakdown service. Mr Gardner says he has merely registered an interest in RAC. Even if it does bid it is expected to offer substantially less than the £450m that Centand of the US was prepared to pay. "Our operations are quite similar in terms of logistics, customer interface, billing and purchasing so the savings would be quite large," says Mr Gardner.

That much is true. Both businesses have men and vans and call centres and both provide an emergency service, which makes their cultures similar. But Centrica sees opportunities beyond that to exploit its expertise as a service company. Mr Gardner says that other than BT, no other company has a comparable customer base. He believes it could support a great many more products and services around the home. Last year Centrica launched a home security division and more recently it has started experimenting with air-conditioning and electrical repair.

Beyond that it is examining the potential of home shopping and the burgeoning market of home automation - remote diagnostic systems that monitor utility services in the house. If Centrica takes the plunge into mortgages, it would be through its financial services division, which pioneered the successful launch of Goldfish and now has nearly 900,000 card members.

Inevitably, this has raised fears that Centrica may overstretch itself at the expense of its bedrock business of gas supply. But the Gas Consumers Council does not share this concern.

Jenny Kirkpatrick, its chairwoman, says: "Provided it brings greater energy efficiency into the home and doesn't disadvantage those who are less able to afford the add-on services, then it will be beneficial."

The council is less happy with Centrica's dominant market position. "After nearly three years of competition, it still supplies eight in 10 homes with gas and looks like replacing all its lost gas market with new electricity customers," says Ms Kirkpatrick. "If I was one of the smaller players up against British Gas, I'd be cheesed off."

Mr Gardner likes it that way.

## CENTRICA TURNS UP THE HEAT

CENTRICA WAS formed from the demerger of British Gas on 17 February 1997. It is valued at £5.2bn and has 15,000 employees and 15,500,000 domestic and industrial customers. It also operates a 240-strong chain of gas showrooms and has a service division with three million customers.

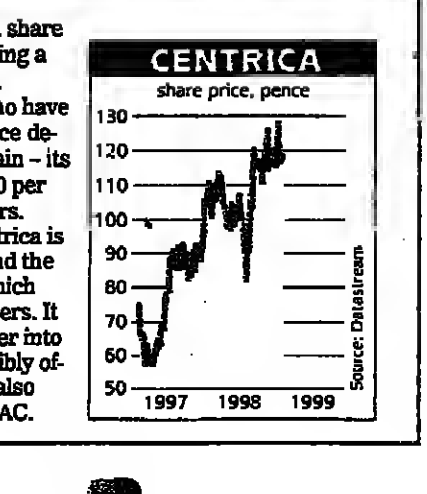
Its chairman is Sir Michael Perry, the former chairman of the consumer products giant Unilever. But the driving forces

behind the company are Roy Gardner, its chief executive, and Mark Clare, the finance director. Mr Gardner, 53, has run the New York and London marathons and is an avid Manchester United fan. He joined British Gas in November 1994 as finance director and took charge of the businesses that formed Centrica a year later.

Mr Clare is regarded in the City

as much more than a conventional finance director. "He's very much in control of the strategy as well as the numbers," says one analyst. "To get them to make an impressive pair."

The rewards of success are large. Mr Gardner earns £493,000 a year and has a further 1.3m Centrica shares earmarked for him under the company's long-term incentive scheme.





## ENTERPRISE ISSUES

## There's profit in empowerment of your people

IF SOMEBODY was to write a business version of Gustave Flaubert's *Dictionary of Received Ideas*, the great novelist's satire of conventional wisdom and cliché, it would certainly contain the entry: "People: our most important asset."

As with any notion that has lost its freshness, it is well worth asking what it means and whether it is correct. Surprisingly, this mainstay of management-speak has rarely been checked against reality. Perhaps even more surprising, when it is, it turns out to be true.

After all, it is easy to be cynical about the lip-service paid by most managers to that precious resource, their workforce. It only takes a little casual observation to demonstrate that many managers subscribe to other schools of practice - especially the "grind 'em down, keep 'em in the dark, and work 'em hard for as little as you can get away with paying" schools.

Even in so-called "people businesses" such as advertising or management consultancy, it is clear that many bosses hate the

thought of ceding any control to employees or, well, having to manage their staff. In most companies the personnel or "human resources" department has little to do with managing human resources, acting rather as a sort of compliance office to make sure the company is not breaking the law.

Yet recent research that tries to quantify the potential effects of decent people-management suggests that the gains could be huge, dwarfing the likely impact of more R&D, better strategic planning or quality drives. A study carried by high-profile academics for the Institute of Personnel and Development uses a regular survey of 67 medium-sized manufacturing companies in Sheffield since 1990. It assesses and quantifies the links between a variety of management policies and the companies' productivity and profitability performance.

The study finds that people management is one of the management inputs that does affect business output. What is a real eye-

opener is the fact that people-management is both vastly more important than the other elements of management and has a very big impact on profits and productivity. As the IPD concludes, with some satisfaction: "The findings underline the general message that it is how companies manage their employees that is crucial to business success."

The research, carried out by Professor Michael West at Sheffield University, Professor Stephen Nickell of Oxford University and other researchers at Sheffield, addresses four questions. Is there a link between employees' job satisfaction and company performance? Is "organisational culture" a guide to company performance? Which people-management policies make most difference to results? And how do they compare with the impact of other policies such as investment in R&D, investment in new technology and competitive strategy?

The answers are: Yes, job sat-



DIANE COYLE

Many managers merely pay lip service to their workforce and ignore the real potential

isfaction alone can raise profits by 5 per cent; yes, "cultural" factors can account for 10 per cent of the variation in profits between different companies; job design - particularly giving workers shopfloor responsibility - and skill development each explain about half of the contribution of people policies to company performance; and people policies can explain nearly a fifth of the variation in profitability and productivity, compared with 2 per cent for strategy, 1 per cent for quality drives, 1 per cent for technology and 8 for R&D.

Of course, the sample is small and there are difficulties in measuring the left side of the regression equations in the study, the measures of management input. Job satisfaction is relatively easily measured - proportion of employees surveyed reporting that they are satisfied in about 15 areas, including autonomy, safety, physical conditions, pay, promotion prospects, job security and so on. And this one indication

of the success of human resource policies can account for 12 per cent of the difference in profits between companies.

The numbers are impressive enough, but remember that the analysis is based on a sample of relatively small manufacturing companies. Just think how much bigger the pay-off in improved productivity and profitability could be for a bigger business presenting a bigger management challenge, or for a company in a private or public service industry where people are the main input.

Of course, if it were easy to boost profits by 20 per cent by tweaking personnel policies, every business would have done it, rather than just a few. But is it the training programme, the appraisal system, the variety of work or the pay relative to competitors that matters?

I feel the answer is the degree to which individual employees get autonomy and control over their own work. This is vital for job satisfaction, allowing swifter problem-solving and decision-taking, and

ensuring relevant information influences decisions quickly. It must be an important part of encouraging employees to internalise the aims and needs of the business.

Research by Bill Lezonick at the University of Massachusetts found productivity gains from the devolution of control to the shop floor. He reported a case study of a failing Massachusetts toy factory which, as a desperate last measure, handed over the running of the business to the women assembly workers. They boosted productivity and quality and turned the company around. But the managers hated losing control so they closed the factory.

This is the real catch. Not only do businesses need to do the right sort of human resource management, they have to want to do it to get it right. Whatever the next piece of research turns up, it will not be a mechanical solution. It will not be enough to say that people are the business's most important asset; managers will have to really mean it.

## FOCUS

## Beware: Big Brother has an eye on your e-mail

BY CHARLES ARTHUR

GOING ON holiday? You might judge it sensible to leave the keys to your house with a friend - just as a precaution against fire, flood or other acts of a capricious God. But what if that friend was not what they seemed?

What if instead you learnt that your friend could give the keys to the local police to allow them to come into that house and search it; and further that you would never be the wiser for your "friend" would be instructed not to tell you.

Bizarre though it sounds, this metaphor describes the proposals expected in a government Bill on electronic commerce, due to be published in the next few days by the Department of Trade and Industry. And British businesses are not pleased. Just when they thought they were getting consumers excited about the Internet, and were themselves discovering the possibilities of cutting costs by trading around the world over the electronic network, they have found that the Government wants, like Big Brother in George Orwell's 1984, to be able to know what they are doing at any time.

Some of the reactions to the proposal are not polite. "Idiotic" is one phrase that has been used, though publicly most are more restrained. Peter Dare, who oversees IBM's development of electronic trading systems in Europe, points out: "The Government can only regulate one country, but electronic commerce is global. You need to solve the problem at a global level."

The problem is that there is a conflict between what governments want to observe in e-commerce, and what consumers and business want to let them see.

Even home computers can encrypt messages. Consumers like that: it gives them confidence that their credit card details are not being redistributed over the Internet when they buy a bunch of roses. For business, it means not having to worry that rivals will read your e-mail.

But to a policeman intercepting an e-mail stream, does an encrypted message signal a paranoid newbie, or a paedophile? Are uncrackable e-mails between a business and a bank legitimate, or money-laundering? On Monday Paul Higdon, of Interpol's Criminal Intelligence directorate, told a conference in London that criminals' use of technology "has outpaced us". What the police want is a short cut; a quick way to crack those codes. It won't come from computers, so it must be created in law.

Battle lines are drawn, and will become clearer when the delayed draft Bill on Electronic Commerce is published, possibly later this week. The Home Office is expected to have won its fight for controls on encryption, particularly to have copies of the keys used for coding messages lodged with a licensed

third party, a system known as "key escrow". With a warrant, the Government could access keys and decode messages.

But beyond government, the perception is that that will harm, not help, the development of an international business in which the UK is already lagging. Peter Mandelson's departure from the DTI last December dismayed many in the electronics and computing industry: they felt that he, at least, understood the importance of having the least possible regulation on electronic business. Without him to subdue the Home Office in Cabinet, key escrow looks inevitable.

The US government has already proposed and abandoned key escrow. In 1993 the Bush administration suggested anybody wanting to encrypt their phone calls would have to buy phones fitted with a "Clipper chip", which would give almost uncrackable encryption - but offer government agencies a "back door" for listening in.

However, Clipper was shown to have myriad flaws, and besides, how many criminal mas-



Mandelson: His departure dismayed computer world

termonds would buy a phone knowing the government could tap it? Commercially, it bombed.

Thus proposals for key escrow on data communications by UK business has drawn weary sighs from those with any knowledge of history. That does not seem to include the Government. "This needs a balance between the ease of access, under lawful control, and the protection of the consumer," said Peter Bonfield, chief executive of BT, in testimony to the House of Commons Select Committee on Trade and Industry last month. "I don't think this is a technology argument."

In other words, catching fraud is not about catching criminals' messages, it is about catching criminals.

Keith Chapple, managing director of the UK arm of chip-makers Intel, added: "The French were keen to have key escrow. But they realised that it won't help law enforcement ... because one thing you are sure of is that criminals don't obey the law."

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people

BY MARY BRAID

Sir John Hall had a dream. He wanted to turn Newcastle into the 'Barcelona of the north', with a company that led the field in every sport from football to ice hockey. So what went wrong?

# The moment Sir John met his match

THIS WAS a grandiose scheme, even for a multimillionaire who said having the courage to pursue dreams was the sweet secret of success.

In 1995 the ebullient Sir John Hall, controlling shareholder of Newcastle United Football Club, announced creation of the UK's first all-encompassing sporting business empire.

He would support the successes of the team he had resurrected by buying rugby, ice hockey and basketball sides.

Sir John offered vision, imagination, and hyperbole. He said his Newcastle Sporting Club might have 100,000 members by Christmas. British sport would be reinvented through his enterprise, based in the north east, and paralleling the one spawned by the mighty Barcelona football club.

The construction tycoon played shamelessly on regional pride, and long-standing bitterness over the north-south divide. The new Sporting Club, he promised, would play a crucial part in the struggling region's economic regeneration.

Sir John - "I like to be referred to as a capitalist with a social conscience" - even compared "the Georgie nation" to the Catalans of Spain.

In four years John Hall's dream has died. The Newcastle Sporting Club is said to be £9 million in debt and its rugby, ice hockey and basketball teams have been cut loose, or are on the lookout for buyers.

The first crack appeared a year ago, with the Georgies buying for the blood of Douglas Hall, 39, Sir John's son, after he grossly derided the faithful fans and the morality and looks of northern women. To pile injury on his insults to the soccer-mad city, Douglas Hall is now selling the family's controlling share in Newcastle FC to NTL, an American cable company.

Sir John's son, head of the family's Cameron Hall Developments, had been caught in a Spanish brothel with Freddy Shepherd, then chairman of the football club. A tape recording revealed them describing north-east women as "ugly dogs" and United fans as glibly "mugs", for buying tens of thousands of replica Newcastle strips for £50 apiece when they had cost a fiver each from an Asian sweat shop.

But exactly how did Sir John Hall's dream go so sour? During the Thatcher era, his touch seemed golden. He was born into a socialist mining family and spent his twenties underground as a surveyor for the National Coal Board.

He branched into small-time development in 1981 and bought 100 acres of wasteland at Gateshead for £100,000. What followed undoubtedly required imagination led to long dole queues and violent picketing



Hall's vision: rugby, football and basketball under one roof

over mine closures, but Hall was turning his acres of ash into the MetroCentre, the UK's first shopping mall. Enterprise Zone subsidies helped the "miracle".

The MetroCentre opened in 1986 and thrived, a relief not just to Sir John but Mrs Thatcher. It was sure evidence that Thatcherism was working, though it hurt.

A year later Sir John sold the MetroCentre and pocketed an estimated £55m. Then he moved into Wynyard Hall, a grand country estate near Middlesbrough, owned by the Marquis of Londonderry, whose ancestors had controlled the local collieries. The miner's son had bought out the pit owners. Anyone could claw their way up in Maggie's Britain. She bestowed his knighthood in 1991.

So even before he descended like an angel on St James' Park to

save the Magpies (Newcastle FC) from bankruptcy and humiliating relegation to the third division, Sir John had a halo of myth. And he basked in it assiduously.

He told reporters the MetroCentre and Wynyard Hall were built on "visionary powers", comparing them to those of Martin Luther King.

His battle for control of Newcastle football club had begun in 1988. The myth maker found a perfect match in football, with its inexhaustible supply of legends and dreams (almost always impossible), its surplus of saccharine sentimentality and the tendency of fans to hero worship.

He said he was "fighting for the Georgie nation". In the giddy years that followed Sir John lured the much-loved Kevin Keegan back from Marbella and early retirement to manage Newcastle's triumphant comeback.

The days of glory began to fade that day in 1997 when Mr Keegan, apparently fed up with Sir John, the Sporting Club, and the transformation of the game into a cash cow, staged his exit from St James' Park by helicopter, to the roared regrets of a broken-hearted crowd.

The stockmarket flotation of the football club that followed made a fortune for the Hall family, largely at the expense of Newcastle fans, for few City institutions dared invest.

As joint owners of Cameron Hall Developments, Sir John, wife Mae, Douglas and a daughter Linda, shared a 57 per cent stake in Newcastle United. The fans who jostled to buy shares have not made a penny. The shares sold at 135p. This week they were trading at less than a pound.

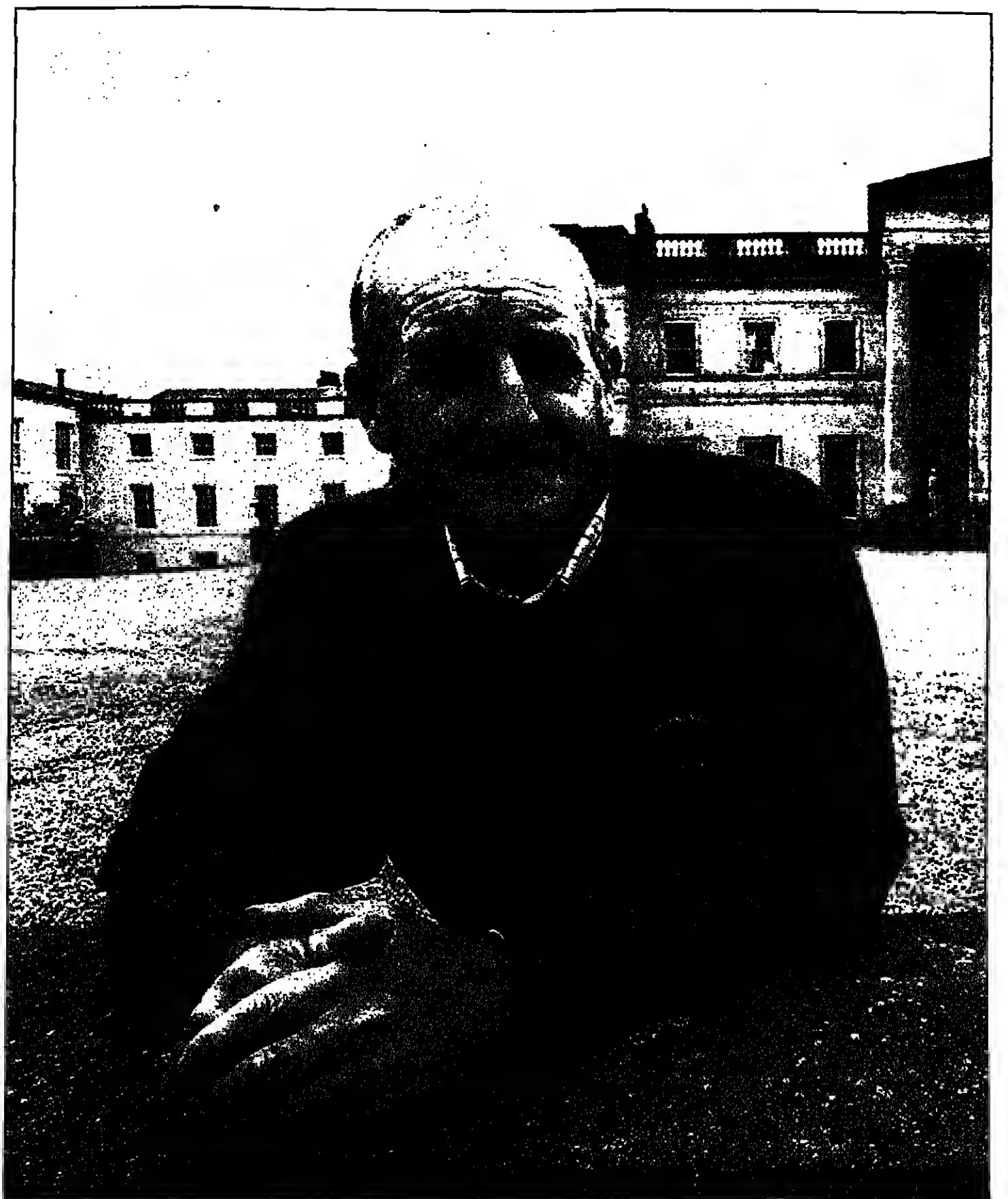
Sir John, now 67, has spent much of the last year at his luxury home in Spain. He made a brief return as chairman of the football club after his son's fall from grace. There are rumours of ill health. But some believe his heart went out of sport when he realised his Sporting Club was only a pipe dream.

The "man of the people" who regularly popped in for a pre-match pint with the punters at the Strawberry Pub next to St James' Park, had missed the point. The dream failed because Sir John never understood Georgies weren't interested in rugby or ice hockey, never mind basketball. Football was the one and only Georgie sporting passion.

A local businessman agrees. "I think Sir John thought Newcastle would turn out for tiddlywinks, as long as the team was wearing black and white (Newcastle FC's colours)."

One local reporter says: "He didn't even really like football. There are stories of him with his back to the pitch when the Magpies scored."

Malcolm Dix, the club's honorary vice-president, says that is rubbish. "Sir John would get so



Sir John Hall, the self-styled 'champion of the Georgie nation'

Michael Scott/North News

tensed up during a game that he was almost kicking the ball."

Fans ask how come everyone else knew the Sporting Club was a non-starter, except Sir John? Journalists remember Douglas Hall laying bets that the Newcastle Falcons rugby team would soon be filling the then-36,000-seat St James' Park. Attendance averaged between three and four thousand people.

When the Halls bought the Durham Wasps ice hockey side in 1995 they changed the name to the Cobras and shifted "the product" to Newcastle. "There was uproar among Wasps fans," says Simon Rushworth, sports writer for the *Newcastle Evening Chronicle*.

Mr Dix believes the Sporting Club floundered because Sir John failed to bring all the sports onto one site. Environmentalists fought plans for a 55,000-seat football stadium on Leazes Park on the edge of Cheshire Moor. Plans to move the other sports into the old stadium were shelved and a Barcelona-style multi-sports site never materialised.

City financiers showed no confidence in the Sporting Club. In 1997, at the height of the City's hot, brief, passion for all things football - the Premier league, sale of broadcasting rights and expansion of merchandising had sent football revenues rocketing - Newcastle Football Club was welcomed by the Stock Exchange, but without its sporting siblings.

In Newcastle, few care why the Sporting Club failed. But Sir John's football legacy is a very serious matter. With the Hall family about to trouser an estimated £100m profit

from the £3m it cost Sir John to take control of Newcastle United more fans are asking who benefited from the club's flotation in April 1997, other than the Halls and those who were paid vast sums - including bonuses of £300,000 - to mastermind flotation.

"The Halls have benefited far more from the club than the club has from the Halls," says John Regan, secretary of the Newcastle United Independent Supporters Club.

Only a few of the host of clubs floated on the Stock Exchange, including Manchester United and Celtic, have registered share-price rises. Newcastle's showing has been particularly bad. Some say the flotation was overvalued and the club over-valued. Vinay Bedi, of the Newcastle stockbroker Wise Speke, says: "The high original flotation price is almost certainly connected to the problems which followed."

The City sees the company as a corporate governance mess of heroic proportions. Nine directors have left since flotation. Three - including the then-chairman Denis Cassidy - resigned in protest after Douglas Hall and Freddy Shepherd muscled their way back onto the board only months after being forced to resign over the Spanish brothel scandal. Though the vast majority of shareholders were against their reinstatement, a poll vote, based on size of shareholding, easily ensured the men's return.

That bad feeling about the son has also damaged the father. And the image of Sir John generously ploughing his own money into the club is increasingly contested. "I

know for a fact it was his own money that went in," says Malcolm Dix. "I saw the cheques."

But more fans - admittedly a minority - snigger at the notion that Sir John put in any of his own cash once the club was his. "He is no Jack Walker," says Mr Regan, referring to the philanthropic mentor of Blackburn Rovers. "He has put in a little of his own money then borrowed. He came into this to make money, and he has."

Some fans now feel Douglas Hall told the truth on the brothel tapes - they are mugs. Gate sales and the season tickets brought £12m a year. The special Platinum Club's 3,000 fans paid £3,000 each to join, the revenues going for a new stand named after Sir John Hall. And, of course, those £50 black and white strips. All that money. And yet so little shareholder power that Douglas Hall and Freddy Shepherd walked back onto the board.

For Mr Dix that misses the point. He says Sir John led the way back to football glory and commercial success. "If Sir John had not got involved in Newcastle United it would not be where it is now," he says. "The north-east owes him a tremendous debt."

Mr Dix had been struggling for years to wrestle control of the club from the old-fashioned, autocratic dynasty under which it was stagnating.

Then Sir John showed an interest, and things began to happen. In the subsequent takeover campaign, the Magpie Five (which included Mr Dix) worked for months, with private detectives and genealogists, to trace

"missing" shareholders, often relatives of fans who had bought some of the 2,000 10-shilling shares originally issued by the club in 1892.

The Magpie Group traced the "missing" as far as Australia and bought their shares.

"Sir John led with inspiration," says Mr Dix. "He is a motivator, a catalyst. A man who has a plan or dream and then gets a lot of other people involved to make it happen."

In two weeks the Secretary of State for Trade and Industry, Stephen Byers, will receive the Monopolies and Mergers Commission report into Rupert Murdoch's proposed takeover of Manchester United.

If Mr Murdoch, through BSkyB, gets the green light, then the way is open for broadcasters to own football clubs.

NTL, the cable company which recently bought a 6.3 per cent stake in Newcastle United from Cameron Hall Developments, will almost certainly exercise its option to buy a further 51 per cent from the Hall family. Newcastle United will have new owners.

Already Barclay Knapp, 41, the American head of NTL, is huffing up the Magpie fans with the rhetoric taken to the limits by Sir John, one-time champion of "the Georgie nation", now almost permanently resident in Spain.

Again the fans are being assured that this is not just about commercial opportunities. NTL is also interested in the game.

Yet Mr Knapp has never been to a football match. That should come as no surprise.

THE PLAYER: BILL GRIMSEY, CHIEF EXECUTIVE OF WICKES

## Bill's restoration job on a DIY Goliath

BY NICOLA REEVES



bished. Ten new stores are expected to open each year for the next three to four years. Mr Grimsey rejects suggestions of saturation in the DIY market, identifying geographic gaps in the store network.

During 1998, customer service improvements were made and £16.5m was spent on two new distribution centres. The strategic plan is "on track". Overall, Mr Grimsey says, it is "a tough old job but it's exciting and rewarding".

MANAGEMENT STYLE: open and very much hands-on. Mr Grimsey is at home on the shopfloor and is keen to hear the views of staff.

Every month he has breakfast with 12 of his non-management colleagues, such as fork-lift truck drivers and cashiers, and reports back to an operating board. He believes chain store retail companies should have a culture where everyone is aligned to achieving the business goals.

That entails "open communication, encouraging and rewarding

staff". This, he says, produces a "dynamic environment" and "is a very powerful mechanism for pulling in the same direction".

Most admires in business: Lord MacLaurin of Knebworth, former chairman and chief executive at Tesco.

CITY VERDICT: Mr Grimsey is described as "fantastically hard-working and enthusiastic". In terms of motivating staff and cutting costs he is said to have done "an excellent job".

But there is a limit on how much further costs can be cut. There is some concern that Wickes will struggle to increase market share profitably against stiff competition from B&Q and Sainsbury's Homebase.

Mr Grimsey remains confident

that market share gains will be achieved from a combination of new store openings and refurbishments.

"Every five years you have to refresh the offer in line with changing consumer demands," he says. "I'm a merchant at heart. I am passionate about customers and understanding them."

The heavy store investment programme will inhibit profit growth this year but thereafter Mr Grimsey expects "very exciting profit growth".

Warburg Dillon Read, the company broker, forecasts pre-tax profits of £31m for 2000.

In 1998, Wickes made profits of £24.9m pre-tax compared with a previous loss of £5.5m. The shares are expected to perform in line with the market.

PERSONAL DETAILS: basic salary of £234,000 in 1997. Total remuneration including bonus and pension contribution £511,000. Lives in Radlett, Hertfordshire. Drives a BMW 7 Series. Hobbies include riding his Triumph motorcycle.

CHALLENGE: implementing the five-year recovery plan set out at the time of the rights issue in 1996.

This has a number of objectives including: a sweeping reconstruction of the business in terms of relationships with suppliers, employees and customers; investing in a new store format; opening new stores; improving margins; and building the Wickes brand.

The company also needs to rebuild its reputation in the City after an accounting scandal two and a half years ago and an inves-

tigation by the Serious Fraud Office. The SFO inquiry continues and officers have yet to decide whether to take action against former Wickes directors, including the chief executive at the time, Henry Sweetbaum.

CORPORATE BACKGROUND: Bill Grimsey was appointed to the board as chief executive in November 1996. He has 27 years' experience, mostly in food retailing and he held a senior position at Tesco.

For five years he was managing director of Park 'N' Shop, based in Hong Kong, the leading supermarket chain in south-east Asia.

Mr Grimsey joined Wickes in 1995, "intrigued by the formula", responsible for the group's South African joint venture, and was appointed managing director of Wick-

es Building Supplies on 1 July 1998. STRATEGY: boost margins by increasing the customer and product base. Wickes customers tend to be do-it-yourself buffs and small jobbing builders. They spend only a third of their total DIY expenditure in Wickes, a proportion the company is keen to increase.

Mr Grimsey wants to keep existing customers and he hopes to attract new ones through broadening the product range in paint and wallpaper.

The six new-format stores, with the wider product range, reported sales growth of about 20 per cent in 1998. A further 35 stores will be updated in the current year at a cost of £23m.

By 2001, all 124 stores in the existing group will have been refurb-



## THE CANARY

**Overlooked:** Elisabeth Murdoch, closer to mum Anna than dad Rupert, looks further behind than ever in the succession stakes at News Corp. With brother Lachlan given new duties in America to add to his Australian brief, there's no doubt who's ahead in the pecking order. Despite her high profile at the Edinburgh TV festival last summer, which many assumed meant she was in effective command at BSkyB, Elisabeth remains firmly Number Two there too. Among those who count, BSkyB chief executive Mark Booth's stock is way up after the successful launch of Sky Digital.



**Caught in the Net:** What happens when the clogs at the telephone company get into a joint venture with two glamorous cutting-edge media companies? You get LineOne, the Internet joint venture of BT, News International and United Newspapers. LineOne is currently pulled off to the side of the infobahn awaiting some sort of digital AA man. But is there anything to salvage? The notion was that British consumers would stampede for an online service featuring topless page three girls from the Sun plus the exciting content of the Daily Express. With only 70,000 subscribers after two years, the service is an also-ran, a minnow next to Dixon's Freeserve (1 million) and NASDAQ-quoted AOL (550,000). Now the LineOne partners are squabbling over what to do next.

**Perk watch:** Now everyone will be wanting one. DaimlerChrysler has ordered an Airbus 319 with 46 seats to shuttle executives between its two headquarters in Stuttgart and Detroit. Good choice: It's a sweet flying jet. The Germans have ordered it equipped for all the normal business services (phone, fax, e-mail) and passengers will be expected to work. Not all executives are keen. On Lufthansa they turn out the lights and order you to sleep.

**Goldman's ambition:** The story so far... Last autumn Goldman were about to become the richest bankers in the world, then the market collapsed and Goldman lost a bundle of money. The float is back on. Perhaps there will be a revival in the country house market after all. Meanwhile, Goldman's new London command bunker is rising. Structural work is nearly complete on the vast new extension behind the Grade I listed modernist black facade of the former Daily Express building, known to generations of hacks as the black glass Lubyanka. The new building will be connected by an air bridge to Goldman's current lair, the granite money factory on the site redeveloped by Goldman behind the preserved Daily Telegraph facade. Goldman now controls a larger frontage on Fleet Street than any press baron ever did.

**Ralph Bernard**  
Chief Executive  
GWR

I ADMIRE the people who have built up their business from scratch. They are usually people who conspire positively to manipulate circumstance to create their product.

Tim Schoonmaker, chief executive of Emap Radio, is one such force. He is a formidable businessman in radio, determined to achieve what he perceives as right for his company. He's out the forceful type, and is convincing rather than bullish. He knows exactly where he wants his network to be heading and is aided by his refusal to shy away from tough decisions.

Another pioneer of the airwaves is Eddie Blackwell, who is on the board at GWR and steeped in radio. You can't really be successful in radio without that kind of relationship with radio.

**Roger Lewis**  
Managing Director  
Classic FM

PASSION AND a real commitment to listeners, with a fan's belief and enthusiasm for the genre - be it ows, sport, speech or music - alongside a can-do, must-do-now attitude (reflecting the immediacy of the medium) all wrapped up in charismatic leadership with the ability to manage the interface between culture and commerce; these are the ingredients for a great radio executive.

The people who embody these qualities include Ralph Bernard, the chief executive of GWR, who has lived the business from top to bottom, is totally committed to it, and is without doubt the most successful radio executive today.

Second I would line up Richard Park at Capital Radio. He's a hard driven, single-minded man with a passion for music radio and he has steered Capital for more than a decade.

Finally there's Steve Orchard, group programme director of GWR. He's the best radio programmer in the business, because he mixes the science of research with music and fun far better than anyone I know.

**John Pearson**  
Chief Executive  
Virgin Radio

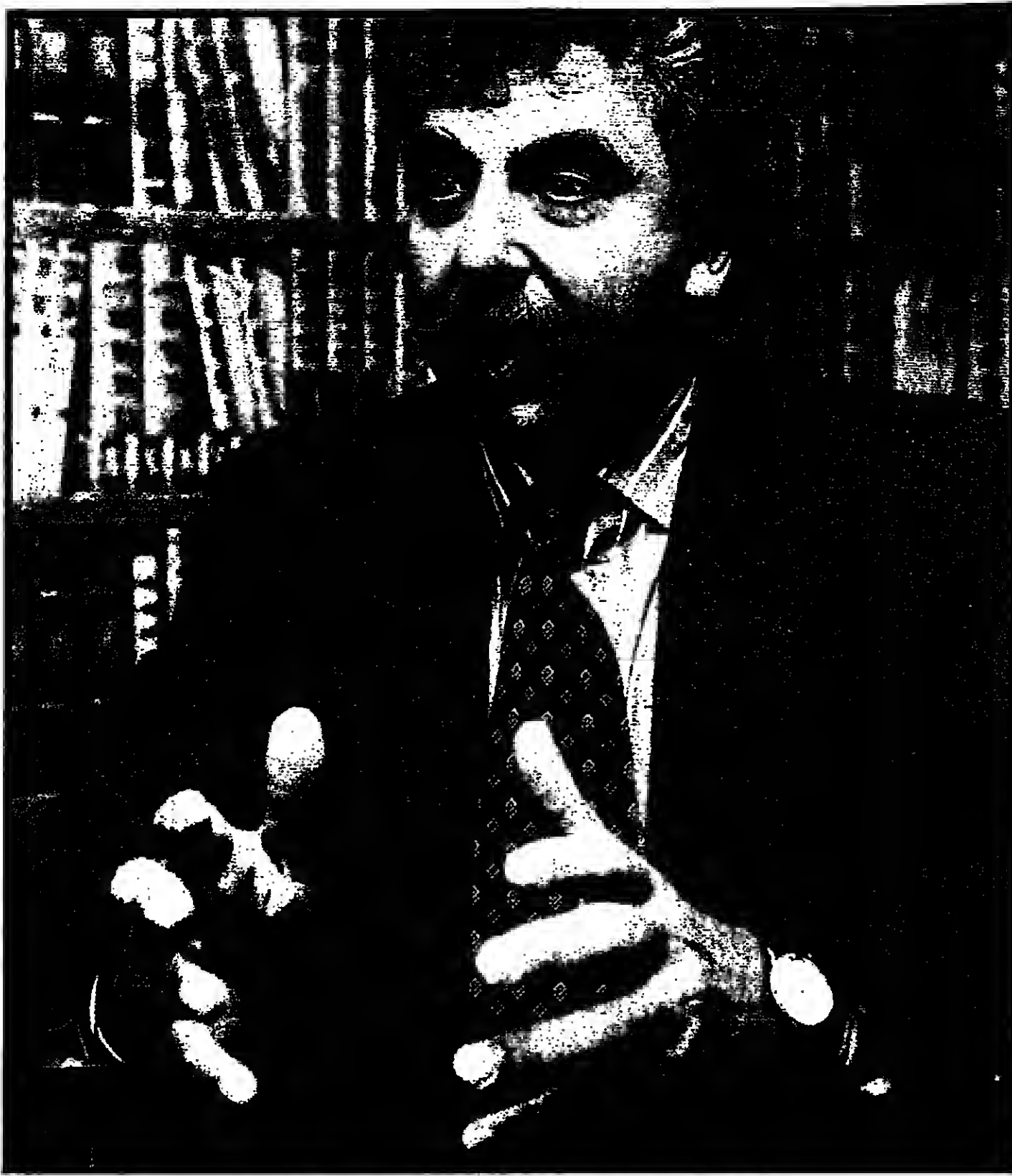
THERE ARE a lot of extremely clever and hard-working people in the radio industry. I feel very much in debt to all the other people I will be sharing this page with who have been responsible for a renaissance in listening and revenue over the past five years.

From my point of view, the people I respect the most in the industry are the senior management and staff of this radio station, including, of course, the inimitable Chris Evans. I do have good reason. For me each one represents the core reasons for the industry's success: enthusiasm, fun and genuine passion for the medium.

**Jason Bryant**  
Development Director  
Talk Radio

I WOULD single out Ralph Bernard for the vision he has shown in transforming GWR into a major media business. He has taken risks but seen them rewarded, particularly at

# Radio executives: who's on the right wavelength?



Ralph Bernard, admired even by industry rivals for his ability to keep the medium in the headlines

Classic FM. More bravely, he has led the development of commercial digital radio.

Richard Huntingford at Chrysalis has skillfully built a tremendous business through acquisition and licence awards, while Tom Hunter at Liverpool's Radio City stands out for his brilliant understanding of the market and team-building skills.

Elsewhere, I had better mention my boss Kelvin MacKenzie in case nobody else does, and Chris Evans at Virgin who have both given occasional commercial radio a tremendous boost in profile. Finally, let's not forget that the BBC retains half of all radio listening and some talented individuals at the top. Roger Mosey at 5 Live is undoubtedly the best I have come across in the public sector.

**Jenny Abramsky**  
Director  
BBC Radio

ANY outstanding executive or boss would have to know how to create a station which related to the audience. One such man is Jimmy Gordon. His years of experience enable him to recognise good radio and how to make it.

Other qualities I look for would be a grasp of how important talent is and an ability to nurture it. Radio is about quality entertainment, and any station looks to its presenters to help pull in the audience.

Jim Meir of Radio 2 has this ability and a great sense of what makes showbusiness. It would be difficult to talk about figureheads in the industry without mentioning Chris Evans and the sheer innovation he has brought to his station.

**Richard Findlay**  
Chief Executive  
Scottish Radio Holdings

I WOULD say that to stand out in radio these days you need a vision, a plan for the future.

The man I most admire is Jimmy Gordon. Admittedly, he is the chairman here at SRH but he was in at the beginning when he started up Radio Clyde. Since then he has scarcely swerved in his beliefs, never compromised his integrity or forgotten the public service aspects of commercial radio, which can sometimes get lost or confused.

**Michael Connolly**  
Chief Executive  
Independent Radio Group

THE MAN I most admire in radio at the moment is Terry Smith, chairman of Emap Radio.

He was the founding father of Emap Radio and has done an extremely skilful job in organising it. He is a genius at building big radio because he is talented, bright and not afraid to take risks.

At the same time, the risks he takes are controlled. He uses his judgement to evaluate the situation and that judgement has been honed through his long and successful career in radio. He's shrewd and well versed in the ways of radio. A canny Yorkshireman and a flexible, capable radio executive. He is a figurehead in the industry.

**David Mansfield**  
Chief Executive  
Capital Radio

RADIO HAS been the fastest growing advertising medium over the past five or six years and has in-

creased its share of advertising from 2 per cent to nearly 6. This is largely thanks to Douglas McArthur, managing director of the Radio Advertising Bureau. We couldn't operate without it - or this man at the centre of all of these changes. He is the linchpin for the two industries and single-handedly made commercial radio the success story that it is. He possesses those qualities essential to any radio executive: he's very bright, he's his own man, he's ruthless when it comes to achieving what he wants.

He's a wonder - courageous, a lateral thinker, a doer.

Ours is a tough market. Radio used to be the medium of last resort but things have changed. The catalyst for change was when we all decided that a customer-focused approach was the way forward. Many radio owners are inward-looking but Douglas convinced us to bow to the customer.

**Tim Schoonmaker**  
Chief Executive  
Emap Radio

THE RADIO man of the moment has to be Paul Brown of the Commercial Radio Companies Association. I choose him because I think he has the most difficult job in radio and he does it with great alacrity.

He has the task of pulling together all the disparate views of the chief executives in radio and then putting them to the government for their approval. The only way he can possibly have managed this is through his singleness of vision. I think that's the most important characteristic for a radio executive in radio at the moment, given the changes that are happening.

Radio will be unrecognisable in two years' time: digital will be the medium then so distribution will have changed, relationships with advertisers will have changed and the sheer number of channels will mean a very different radio service. And if you don't have vision, you're not going to be ready. I think all of the big names in radio have vision but, in the same breath, we could all do with some more!

**Richard Huntingford**  
Chief Executive  
Chrysalis Radio

I think it's vital for those who have been in radio for a long time and who have worked their way to the top to retain a passion and enthusiasm for the medium. It's so easy to become jaded.

My managing director, Phil Riley, has managed to keep his original love and fascination with radio. It is important because it keeps you on your toes. Combine this with strong leadership and team-building qualities and you have your ideal radio executive.

Team-building skills are very important in an industry which comprises people of many natures and skills - the executives, the creatives, the engineers, the presenters - and it is extremely important to be able to unite your people.

Radio is a people industry, so anyone who wants to do well has to be good with people - you should be a good team leader with drive, charisma and personality. And you have to be inspirational. That's the key.

INTERVIEWS BY  
SALLY CHATTERTON

## BOOK OF THE WEEK

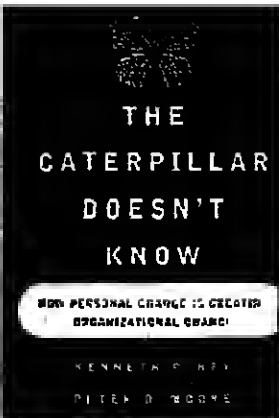
## Gear up for the downshift

**The Caterpillar Doesn't Know**  
by Kenneth Hey and Peter Moore  
(Simon & Schuster, £20)

SO MUCH has been written about the inability of businesses to engage their workforces for any significant time that the initial reaction to this book may be: "Oh, woe is me."

But that would do it a disservice. Yes, it starts with plenty of comment about how the "more, better, faster" mentality that drove the communities of wealth through decades of success has now run headlong into a personal reassessment that "enough is enough". But this is just by way of context.

The real message from Hey and Moore - the partners in the US market intelligence firm Inferential Focus - is not just that more people are apparently giving up high-flying careers in the search for "bal-



ance", but that customers of all sorts are expecting companies to behave differently. So senior executives should introduce greater flexibility, allowing individuals to continue contributing while spending time with their families or other outside pursuits. They should view this flexible approach as the harbinger of bountiful business opportunities.

One of the most obvious examples cited as evidence of "the new reality" is how McDonald's trumpets its low cost meals while Starbucks attracts queues for its premium-priced coffees.

One is struggling to be the low-cost provider in the old marketing game, while the other is offering "a reward, a moment of quiet, a solution in the context of a world out of control".

The book is not as touchingly as it sounds. Hey and Moore are asserting that companies that think they need only produce top-quality products or services risk missing the boat. The book wraps its thinking in such phrases as "discovery solutions" and "response purchase", but offers further indications of the case for responding to individuals' changing priorities.

After all, Hey and Moore point out, while people economise on transport by

buying second-hand cars and keeping them longer, they are also spending heavily on such items as prepared salads. Between 1989 and 1996 this market grew from \$8.2m to \$1.1bn. "Consumers will pay for solutions," they say.

It is now possible to carve significant niches with specialised services or products solving problems that did not exist before, such as both parents working long hours. The mark of success is to get there before the opposition - which means anticipating consumer trends. One of the keys is to realise that customers and employees are essentially the same people.

The book's title comes from a business rethink by Mort Meyerson, former head of EDS and Perot Systems: "The caterpillar doesn't know that he'll come out as a butterfly. All he knows is that he's alone, it's dark, and it's a little scary."

ROGER TRAFF

## MY BIGGEST MISTAKE

## I was slow to take charge

MY BIGGEST mistake was that I spent so many years not recognising my talents. For most of my early working life I had assumed my vocation was to be a good secretary, and I felt frustrated when I was not taken seriously.

In my last company, a plastics manufacturer, it dawned on me that I was quite a vocal person. I was taking on more and more responsibility, looking after a £1m sales account and running the company's advertising and marketing activities.

As well as that I was handling my responsibilities as PA to the managing director. One evening at 7 I looked out at the car park and noticed that my car was the only one-company car still there.

The next morning I issued an ultimatum to my boss. Either he gave me the job title I deserved and rewards to go with the position, or I moved on. I was subsequently appointed commercial manager,



**Jan Reynolds is the managing director of Bristol match manufacturer Octavius Hunt. The company has 45 staff and an annual turnover of £2m. The MoD and the Australian army are clients**

then commercial director. I had a good mentor at the company, who told me: "Don't hide your light under a bushel." I left after 10 years because I needed a new challenge.

I came to Octavius Hunt in 1989 without a job description. I had an empty desk and my work evolved. There were no formal systems or procedures. Charming bought the company in 1991, but it operated au-

tonomously. They allowed their companies to breathe.

so the company was production-led. Since I've taken over, it's been sales-led, which is how it should be.

I've had to become more of a lateral thinker and be more enterprising. I used to be a bit of a plodder but now I have to look beyond the immediate future because the company has to grow.

It's always been successful and profitable and the maxim, "If it ain't broke, don't fix it" applies. But we want to expand our research and development department. We already manufacture smoke pesticides and now we want to develop scented smokes and security smokes. When the position of managing director was first offered to me, I took some time to think it over. I had always seen myself as a number two. I thought, "I've never failed at anything and I don't intend to start now." It was a huge responsibility but I've never looked back.

RACHELLE TRACEY

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# INVESTMENT

## Fund superstars may find their lost sparkle

ONE OF the most striking features of the investment climate is that so many highly regarded professional investment managers are performing very badly, not just by their standards but in absolute terms. Even George Soros and Julian Robertson, the two biggest names in the global fund business, have done pretty badly over 12 months. And there are some equally surprising reversals of fortune in the UK market.

In the 12 months to the end of January, three of the best known equity growth funds, Schroder UK Enterprise (managed by Jim Cox), Fidelity Special Situations (run by Anthony Bolton) and Gartmore UK Smaller Companies (run by Frank Manduca), produced negative returns in a period when the market as a whole has risen. (The Fotsie up 8.4 per cent, the All-Share up 9.2 per cent over the same period.)

Other well-known fund managers who have been feeling the draught from indifferent perfor-

mance include Tony Dye of PDEM (the long-standing bear of Wall Street) and two of Perpetual's star fund managers, Stephen Whittaker and Neil Woodford. Perpetual being among the most successful fund management companies of the past decade and priding itself on its track record of good performance, its tribulations must be particularly galling. What is one to make of this humbling of the superstars? One natural reaction might be a dose of *schadenfreude*. Successful investment managers are very well paid for their labours and some people will doubtless find enjoyment in observing such figures struggling to justify their corn.

Others may conclude that fund managers are no different from other professionals. In a high-pressure business, such as fund management, where there are plenty of keen young Turks waiting to fill your seat, it may be these established names have simply lost the plot. But it has to be more than

coincidence that so many of those who have recently lost a little of their lustre follow a style of investment that has similar features. Several who have recently underperformed the market or their peers have one of two things in common. Either they have traditionally had a bias towards smaller companies or their methods are rooted in so-called value investing, which favours shares that appear cheap over shares which are growing or moving fast. Both styles are out of fashion. Smaller companies as a class have seriously underperformed those of the largest capitalisation shares.

And by refusing to pay what would be historically high prices for today's best performing shares, many value investors have suffered from the increasingly narrow focus of the market's behaviour over the past 18 months to two years on just a few fashionable sectors. They are telecoms, pharmaceuticals, utilities, anything with an Internet as-



JONATHAN DAVIS

Poor fund manager performances could simply be a matter of investment style

sociation. The stock market's continued strength, here and to a lesser extent in America, has now become dangerously concentrated on a handful of large and well-capitalised companies. They operate in international markets, which are today's stock market darlings, but they trade on multiples of earnings and cash flow inordinately high by conventional standards.

We are seeing a momentum-driven market that no self-respecting value investor could find appealing. Most gain recorded by the Fotsie index in the past year has been focused on a few companies. It is unhealthy and normally an indication that some market correction is overdue. While the fund managers are sweating over their continued poor performance, what should their investors do? Search for a rival fund with a more appealing track record? Or wait for the return of better (or more normal) times? The answer is probably nei-

ther. It may be better to give more money to the very good fund managers who are having a rough time. History suggests that these moments are one of the few times when it makes sense to look for outstanding individual skills.

Although most fund managers never really earn their money over time (which is the root reason for putting a good chunk of your money into index-tracking funds), there are some exceptional talents who can and do justify the fees they charge.

The problem is that it is usually far from easy either to spot the real stars in advance, or to find an opportunity to buy into their expertise at a price that makes sense.

No really exceptional professional investors will change styles just because the market is temporarily out of synch with their methods, so it follows that one of the few times when you can profit from their talent is when the market appears to have left them behind. The hard fact is that every genuinely

first-class investor, from George Soros and Warren Buffett down, has experienced periods of awful returns by comparison with the short-term performances of his peers.

It is silly to judge a professional investor by performance over anything less than three years. What matters is whether you can analyse the reasons for the underperformance and see if it is a matter of style (which is cyclical) or something fundamentally wrong.

You can safely bet that most of the fallen stars will be back among the leaders before long. If you can buy into their skills at an attractive discount (eg through an investment trust such as Anthony Bolton's Fidelity Special Values), now is the time.

One of the great bargains of last year was the chance to buy into Mark Mobius' emerging markets fund at a 34 per cent discount. There will be others of similar attraction as long as the current market conditions prevail.

## Should you invest in... information technology?

BY KEIRON ROOT

ONE OF the difficulties with assessing information technology stocks is that they do not form a single sector. The bulk are split between electronic and electrical equipment and the catch-all support services sector. Most technology fund managers will also have a significant exposure to telecoms companies as well.

A second problem is determining which IT stocks are actually going to make any money. "The problem with the market in IT stocks has been its predictability of earnings," comments John Pullar-Strecher, head of the global technology desk at Aberdeen Asset Management.

"If you have a slowdown in spending on software, because that spending has been deferred, then earnings are going to be very uneven." But, he says, "the key to the IT sector is global development. You have to ask what does a UK company have to offer to the world, or is it just

going to concentrate on the UK or Europe? If you are looking for global companies that are based in the UK, the obvious one is ARM Holdings. It produces specialist microprocessors for equipment that needs low power.

"The company has a global presence although that is already reflected in its share price. Its technology is not exactly unique, but competition is sufficiently small for it to hold a strong position, supplying to companies like Nokia and Ericsson. That is the kind of company that is going to be successful, providing it can manage its growth."

Investors who can choose, therefore, tend to concentrate on smaller, growth stocks. "The ones that are particularly like that in my portfolio at the moment are Royalblue and DCS Group," says Nigel Thomas, manager of ABN Amro's UK Growth

Fund. "Royalblue is definitely my best pick. It is in helpdesk and financial software and growing at 30 per cent per annum. Its p/e is up there with the rest of the sector, but it is not exorbitant and it has just had some excellent figures."

Thomas argues that Royalblue has the sort of attractive market niche that investors should be looking for. "Bill Gates is on record as saying that the helpdesk software market will show annual growth at 25 to 30 per cent for the next five years, and Royalblue is a major player in that market," he says.

"This is software that can handle inquiries and link that to a client company's systems. There is a general convergence of software and systems on a global scale so helpdesks can be based in Dublin or Bangalore or wherever."

Nigel Thomas's other current star has a more specific focus. "DCS

is more involved with software for financial dealers. It meets my criteria of looking for good companies that are not on excessive ratings. It is also important that these are not 'blue sky' companies - you are looking at actual businesses," he says.

But what if you want to take a punt on some of Thomas's 'blue sky' companies? "JSB Software Technologies is an AIM stock that provides access control software, for example, to dealing services to prevent dealers doing their own thing and it is actually making profits from a former business," Thomas says.

"I think the best Internet service provider is Easynet (also AIM listed), which is a UK business but is also in Germany and other parts of Europe."

"Its strength is that it is attacking the corporate market, signing up a client and helping them develop their website and then developing other services from there."



Choosing the right hi-tech stock to invest in is not child's play

### SHAREWATCH

#### BUY

Nycomed Amersham's (385p) earnings should grow by 13 per cent during the next five years, says Morgan Stanley Dean Witter, which has upgraded the shares to a strong buy, with a target price of 525p. Nycomed is well placed to benefit from the growing tendency to outsource pharmaceutical research and development over the next decade, it adds.

The industrial logic behind the BTR Siebe (269p) merger is sound, says Charles Stanley, and benefits will be apparent over time.

#### SELL

Although WH Smith's (528p) profits should grow strongly during the course of the next two years, it could soon be time to sell into strength, Henderson Crosthwaite says.

In the longer-term, there is a question mark on the profitability of the High Street stores (50 per cent of group profit) which even fast-growing online services would only partly offset.

Sell South African Breweries (473p), says SG Equity Research, noting that economic and political risks will impact on the shares much more than SAB's growth record in local markets.

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NO PAIN, NO GAIN: OUR MAN'S PORTFOLIO

## Allied seems a permanent guest in the Last Chance saloon

ALLIED DOMECQ has been a Footsie under-achiever since it was created 40 years ago by a merger of three of the leading brewers of the time.

Until early January there were faint signs, not for the first time, that the retailing and spirit group was at last getting its act together. The shares edged ahead, nudging 600p.

But, true to form, Allied once again dashed hopes of a significant revival. A poor trading statement had City analysts scurrying for their calculators as, once again, profit forecasts were pulled back.

About £500m is now expected this year, which would compare with £600m in 1997. Allied management

has turned supping in the Last Chance saloon into an art form – it has achieved the impossible, permanent residence.

Other assorted setbacks in past years, ranging from a £147m foreign exchange fiasco to the ill-fated Domecq acquisition, as well as an astonishing inability to grow the business, should have destroyed hopes that Allied will ever emerge as a Footsie pacesetter.

And the group's dismal failure to respond to the creation of the Diageo spirits behemoth merely adds to the catalogue of management shortcomings.

Wise old stock market players are often reluctant to base a longish-

term investment on takeover hopes. But Allied must be the exception. It has a fine array of spirit brands (Ballantine and Teacher Scotch whiskies and Beefeater gin) and one of the best pub estates in the country. If ever there was the proverbial sitting duck it is Allied. Indeed, but for the nagging market feeling that such a vulnerable group will eventually be taken out of its misery, the shares would probably be even more depressed.

There is just a chance that the chairman, Sir Christopher Hogge, will roll out a demerger scheme to head off any threatened takeover strike. A strong case has been made for splitting the group into two stand-



DEREK PAIN

alone companies, retailing (an assortment of franchise operations and the pubs) and the distilling business. Allied has in the past turned its face against a demerger but there are suspicions that the latest setback and the dismal share price could encourage the plan to be dusted down. Pumping its spirits operations into a similar business would be another form of demerger. A further possibility is a share buyback but such an exercise, I think, rarely has much impact on a share price – ask Halifax shareholders.

Although a demerger would enhance shareholder value it would be unwise to base any share purchase on such a possibility. It would be even

more daft to bank on anything spectacular on the trading front. No, the reason for taking a chance on Allied is, quite simply, it will be shocked out of its slumbers by old-fashioned takeover action. Bids of around 650p a share could be expected, against the dismal 462.5p prevailing that now values the group at £5bn.

There is little doubt the Allied parts are worth more than the whole. A break-up strike from a corporate raider or a joint bid with the various parties interested in different parts of the group are possible despite the seeming protection of that £5bn capitalisation.

Allied has another attraction. It offers a 6.2 per cent dividend yield

and there is no doubt Sir Christopher would be rather reluctant to cut the payout. At a time of falling interest rates the struggling high yielders are accorded special investment appeal. With the dividend expected to be held the yield offers a handy prop for the shares.

I know that over the years Allied has on many occasions been tipped on recovery and bid hopes. And many commentators have said the sad under-performance must one day end.

They've ended up with egg on their face. I could suffer the same fate. But with the shares so near their 10-year low the Allied under-performance should be brought to an end.

## INVESTING FOR INCOME



Thinking small, where investors tend to be very loyal, can lead to picking up large rewards

Philip Meech

## Is Futureworld a micro economy?

BY IAIN MORSE

IS MICRO investment the way ahead? Tony Blair seems to think so. In a speech to the National Council of Voluntary Organisations earlier this year, the Prime Minister praised the benefits of "credit unions, community loan funds, development trusts and social banks like the Triodos Bank".

Micro what? Malcolm Lynch, a solicitor who specialises in the field, explains: "This is a growing sector which offers the ethically and ecologically minded the chance to invest across a spectrum of projects. Some offer a high social (as opposed to financial) return, others compete against non-ethical alternatives."

Unlike unit trusts or bank deposit accounts, these are not standard retail investments. Most either give poorer returns or are far riskier.

"You should invest in these only when you have satisfied your other financial needs such as pension provision, or income," says Mr Lynch. Some are provident mutual societies, which sell "shares" giving member status to their owners, including the right to vote and influence policy.

The Astor Reinvestment Trust, for example, has already raised £300,000 against a target of £3.5m by 2000. You can invest £250 to £20,000, with 90 days notice needed to withdraw your cash.

ART renews in the Aston area, providing capital for business start-ups and community projects.

The Sheffield Employment Bond aims to raise £3m and requires a minimum deposit of £100. The interest is invested in creating jobs in Leeds and investors are guaranteed a return of their capital after five years.

The Wind Fund, sponsored by Triodos Bank, is an ecological fund that aims to finance the development of electricity using wind-driven turbines. The fund has already paid for turbines in Scotland and Cumbria.

Simon Jenkins of Triodos Bank says: "These investments are about putting your money where your mouth is. It attracts those who want a close relationship with the firms or other enterprises they are investing in."

Elsewhere, Parry People's Movers, set up by an engineer, John Parry, to develop cheap urban transport for large Third World cities, now has shares traded on Oxf. This is an exchange for shares in small, unquoted firms seeking private venture capital.

"We have a very loyal band of investors," says Mr Parry. "They have complete and open access to our fac-

tory whenever they wish. Many also offer to help the firm in small ways, by making a visit here or gathering some information there."

"Projects of this kind need a little more thought than is normal when you make an investment. You balance narrowly defined prospects of financial gain or loss, with far broader moral considerations."

"These often come down to the simple question: what kind of world do you want to live in?"

There are also signs that a new, distinct group of ethically and ecologically minded entrepreneurs are seeking funds from like-minded investors often by offering shares in privately owned, unlisted companies.

Jamie Hartzell, a director of the Ethical Property Company, says: "We are seeking investors to finance the development of office and business centres for the voluntary and co-operative sectors."

"Our management style is transparent; we are trying to offer an ethical property investment paying dividends and offering capital growth, while at the same time charging low and flexible rents to our tenants."

Malcolm Lynch, 0113 2429600, Astor Reinvestment Trust, 0121 3592444; Sheffield Employment Bond, 0114 275 5721; Triodos Bank, 0111 973 9339

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\*Source: Standard & Poor's Microcap, 52 PEPs in survey. Offer to bid prices, gross income re-invested, assuming one European Trust had been available as a PEP 52 funds to survey. Over the last ten years to 1998, the same investment would have provided a return of 114.9%. Past performance is not necessarily a guide to the future.

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# Who's going to miss a tiny little million?

EVERY MORNING for the past week, I have woken up at 6am, convinced that what has roused me was not my alarm clock but the front door being kicked in.

I've even stopped ordering delivery pizzas; that I know that if the door-bell rings it's either Jehovah's Witnesses or the fraud squad – and who wants to speak to any of them?

This is not mere paranoia, I'd like to point out. After all, I did spend hours and hours sitting next to the ghastly Neil on the way back from New York, the same ghastly Neil who was picked up for questioning at the airport by men in rumpled grey suits. If I'd listened to a word

he'd said on the journey, instead of doing flower arrangements in my head. I might well be a useful witness.

By the time I stumbled blearily into the office, the news had already hit the city. Laura pounced on me before I'd even had a coffee.

"You'll never guess," she said triumphantly, and I couldn't bear to spoil her fun by saying I could, so I let her continue. "It's Neil. Horrible, horrible Neil has been arrested along with two of his colleagues. Apparently they had some scheme going that was going to cream two million out of the bank's coffers."

So, I thought, more victims of our

get-rich-quick culture. It is an unwritten rule that at every dinner party you attend, at least one person has to tell you that they're planning to make a fortune and retire at 35.

Most of them are aiming to do it by devoting their every waking moment to some utterly depressing American financial institution. I bet they buy lottery tickets every week, though, just to be on the safe side.

Then the years go by and they're doing very nicely, thank you, but not *that* well – not retire-at-35 well – and they start to panic.

Another five years in the City will drive them insane, and they



## THE TRADER

**They're doing well but not retire-at-35 well and they start to panic. That's when the temptation kicks in**

have to do something to escape. And that's when the temptation becomes unbearable. After all, they think, there's so much money washing around this place, who's going to miss a tiny little million?

Then the phones began ringing. First there was Peter the Heavy Breather, who sounded as if he was hyperventilating with all the excitement.

"Did you hear?" he panted. "I can't believe it. Five million pounds. Apparently it was an insurance scam." Then he rushed off to give all his other contacts the news.

Next up was Belgian Philinne

with the chocolate-smooth voice: "Well, I know you never trusted him," he purred.

"But even you must be surprised that he would try to defraud a pension company out of £10m."

I'd hardly put the phone down before Jane rang, and I told her my part in the story, and she commiserated and told me that the word round her place was that it was £20m, and it involved some wheeze with futures.

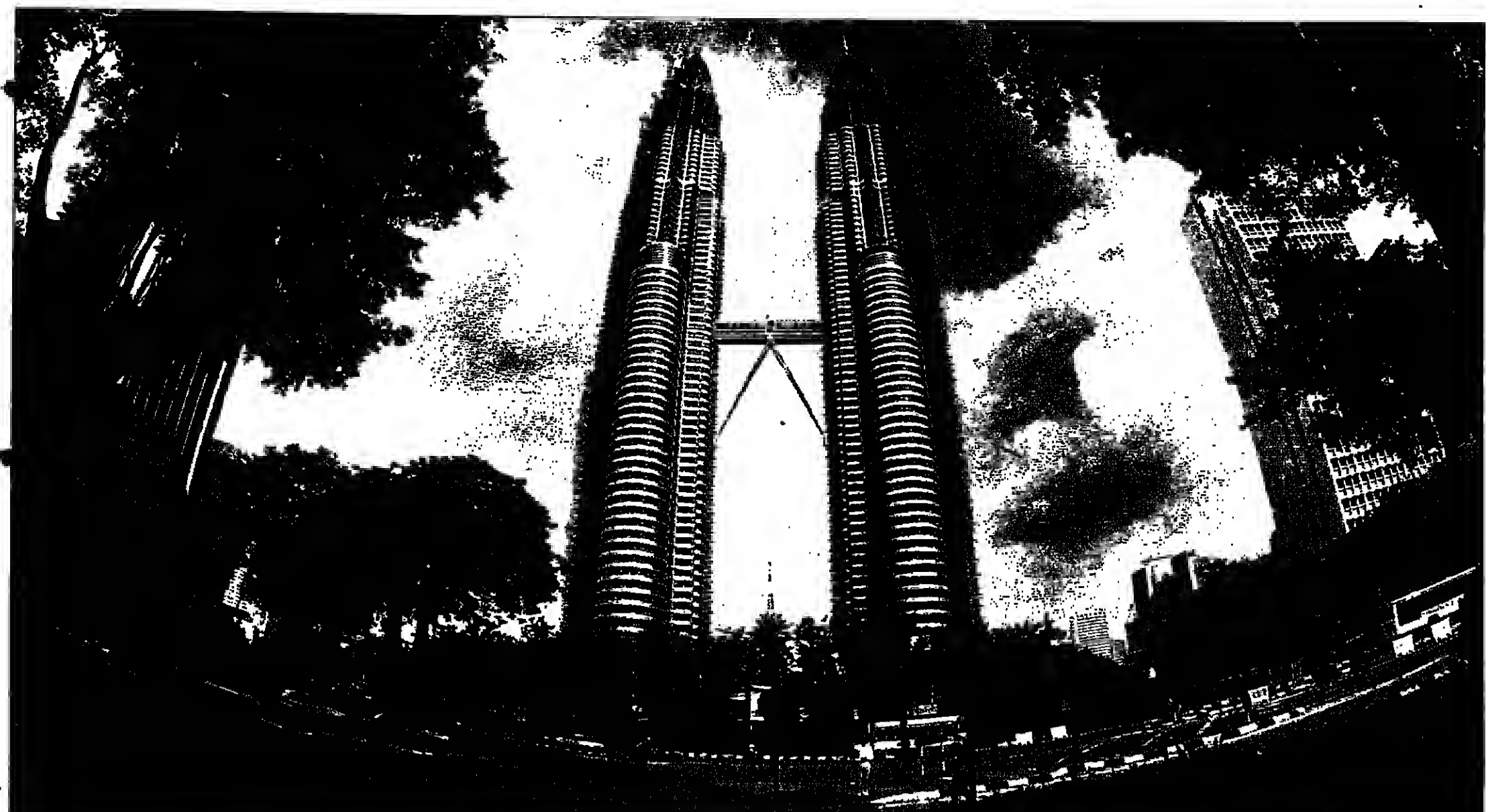
"It'll be £100m and ripping off the Queen next," I muttered to Laura. "I wish we knew the real story."

But there was nothing in the papers the next day or the next or

the next — nothing to banish my nightmares.

Then, at lunchtime today, Laura suddenly stabbed the *Standard* and squeaked, "It's here! Listen: 'Neil... blah blah... questioned over the past week... blah blah... The three men, who will be formally charged next week, were arrested after £100,000 went missing from their employer's coffers. The managing director said, 'This was a particularly pointless and amateurish attempt to defraud the company. Even a child could have spotted it' — only £100,000 after all!'

"Well, there's a relief," I said. "At least no one will want to make a film about it."



Once a symbol of the tiger economies, since the crash of 1997 Kuala Lumpur's Petronas Towers have instead underlined the need for competent risk management (AP Photo/Mike Fiala)

# Manage risk, protect rewards

AS A MOMENTARY blip is a tempting way to regard the fraud figures published last week by the accounting firm KPMG. That serious fraud more than doubled over the year to £27m is serious enough, but it comes at a time of growing concern about business's ability to manage risk of all sorts.

Such worries have been most graphically illustrated by the financial crisis that brought the tiger economies of the Far East crashing to earth in 1997, before ripping 'through other emerging economies, and the near-collapse of the speculative investment fund Long-Term Credit Management. But the globalisation of business and the increasing complexity of many of its operations mean that it is a problem not limited to isolated incidents.

Recent research from another accounting firm, Ernst & Young, indicates that senior executives are increasingly concerned about fi-

**BY ROGER TRAPP**

financial risk. Two-thirds of organisations across Europe said risk management was an important issue, with 97 per cent claiming to have assessed their major risks. But fewer than half expressed confidence in their risk control systems. Only 10 per cent were completely confident.

Even organisations that appear to be among the most sophisticated in the world find it easy to underestimate the risks in emerging markets or fledgling financial instruments.

For financial institutions a significant part of the problem is that their industry changes so fast. They need to make improvements to their risk-management systems just to keep pace. At the same time, they cannot abandon risk altogether, since a large part of their business is about assessing and taking risks.

But this is also true for non-financial businesses, since risk is a key element in the investment decisions made by shareholders and directors. Accordingly, while leading banks can be expected to limit their future exposure to emerging markets – just as they reduced their lending to the property sector after the sharp downturn at the beginning of this decade – they cannot abandon risk altogether.

Instead, organisations are tackling the issue in two ways. First, they are making greater use of models and detailed analysis of past events. Effective as these can be in reducing the likelihood of poor decisions, they will never provide an absolute answer. Michael Foot, head of financial supervision at the Financial Services Authority, points out:

But investors of all kinds are also trying to find out more about the operations in which they are seeking to invest: hence the growing in-

terest in international accounting standards, so that investors can have more certain that companies are performing how they say they are.

But there is a related issue which has come to a head in the UK with the publication at the end of last year of the Stock Exchange's Combined Code on Corporate Governance with its requirement that boards of companies identify key business risks or review how they have been identified and endorse the conclusions.

This has led to much debate about the extent to which management will be prepared to report on their effectiveness and whether external auditors will feel qualified to comment upon such statements.

A survey recently carried out on behalf of the management consultancy Tillinghast-Towers Perrin found that most finance directors in leading companies, while recognising the importance of risk manage-

ment, were worried about confidentiality and the costs of enhanced reporting on risk.

But the Institute of Internal Auditors is trying to drive home to organisations the need for effective controls. Though this idea has negative connotations, Richard Gossage, the NatWest executive who is the current president, sees a role for internal auditors in challenging their colleagues on their activities.

Mr Gossage believes he and his counterparts in other organisations can add value—in the current parlance—if they can encourage executives to take a more professional view of risk management. As evidence, he points to the arrival in certain financial institutions of operational risk management functions. And he hopes others will be encouraged to join by a brochure his organisation has published under the title "10 minutes is all it takes" with the aim of setting out the

benefits of having an effective internal audit department.

But organisations are not starting to go down this route just because they are being compelled to. They are starting to see sound commercial reasons for doing so, not least because companies with such systems in place are starting to be seen as better credit risks.

As Mr Gossage says: "Assessing and controlling risks is not a flash in the pan. It's a key driver for maintaining sound corporate governance and competitive advantage."

Nevertheless, for all his enthusiasm, there are still plenty of grounds for concern. At the FSA, for instance, Mr Foot points to barriers to effective internal controls, including the difficulty of managing increasingly far-flung and complex organisations. The collapse of Barings has shown how easy it is for responsibility for certain activities to slip between the cracks.

COMMENTARY

# The shape of services to come

BY LAWRENCE GREEN

ANYBODY WHO has experience of a National Health Service hospital waiting room knows how much government services need to improve. Privatisation might have reduced the size of the public sector; but what is left falls short of the best in the private sector.

The Labour government's White Paper on Better Government, expected soon, will set out a grand vision for improvement. But according to one of Britain's leading management consultants, it is not likely to provide much guidance on how this can be achieved.

Lynton Barker, head of UK Management Consultant Services at PricewaterhouseCoopers, is co-author of a book that has as its central premise the idea that New Labour's Third Way must be extended into "all parts of their delivery machine—the UK Civil Service and their private sector partners/suppliers".

Mr Barker, who co-wrote *Transforming Government Services* with an American colleague, acknowledges that organisations such as his will benefit in this approach. PwC already being among the biggest suppliers of consulting services to government bodies.

He sees "an enormous training and skills redevelopment programme for government managers and officers".


One of the key areas for change will be the civil servant's attitude to risk. People used to taking a safety first approach are likely to have trouble handling risks associated with delivering best value, he says. "Politicians are going to have to accept that they'll need executives to take more risks, to do things differently, and they'll have to stand by them if it doesn't work."

The practicalities of this new way of doing things are also not lost on the Chartered Institute of Public Finance and Accountancy (Cipfa). In a consultation paper last week, they set out a possible accounting framework for underpinning best value in local authorities.

Certain issues must be addressed, says Cipfa, including appropriate definitions of the cost of services, what detail should be recorded to aid comparisons between authorities, the relevance of trading accounts, and how the accounting framework should recognise partnerships between authorities and private sector.


As Mr Barker points out, Mr Blair's Third Way draws on both sides of the political divide and reflects what is happening in public services in other parts of the world. Thus, it has a great deal going for it.

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# FINANCE

## INCLUDING APPOINTMENTS



## Pusztai's results

Sir: Media coverage of GM foods and the Pusztai affair has been characterised by inaccurate reports that have usually reflected a strong bias for or against GM foods. We would like to try to clarify some of the key issues.

Shortly after Dr Arpad Pusztai's interview on *World in Action* it was suggested that his experiments had only tested the effects of potato spiked with ConA lectin. He was then suspended from his post at the Rowett Institute and an audit was instituted according to Medical Research Council guidelines, an act that could be interpreted as implying fraud.

It is clear from the report of this audit, conducted in August 1998 but only recently and incompletely released (<http://www.rri.sari.ac.uk/press>), that experiments involving transgenic potatoes containing the gene for the snowdrop lectin (GNA) had already been performed at the time of Dr Pusztai's television interview. Although Dr Pusztai's suspension was subsequently lifted, he was prevented from continuing his experiments on the transgenic potatoes.

It was this aggressive treatment that led ourselves and other scientists to allow our names to be included in a memorandum defending Dr Pusztai, whom we know to be an honourable and careful scientist. If the Rowett Institute had simply released a statement that the data was preliminary and allowed the work to continue, much of the confusion would have been prevented.

It has been widely stated that all lectins are toxic. They are not. They are ubiquitous carbohydrate-binding proteins. All mammalian cells and all plant nuts, seeds and bulbs, including many foodstuffs, contain lectins. Some of these, red kidney beans for example, are toxic and need to be destroyed by heat before consumption but others such as tomato lectin are apparently harmless when eaten raw.

Many of these plant lectins serve an insecticidal or antifungal role in the plant. The snowdrop lectin (GNA) binds to a sugar called mannose which is virtually absent from the lining of the mammalian intestine but is extensively expressed in the intestine of sap-sucking insects. It is therefore plausible that expression of this lectin in food plants might render them unattractive to insects but safe for human consumption, particularly if the food (potato) is always cooked.

The experiments performed by Dr Pusztai, whatever their results, would not imply that all genetically modified foods were unsafe. The message Dr Pusztai was trying to put across was simply that such foods require particularly careful testing before release. Some will prove toxic or otherwise unsatisfactory and be discarded.

The fact that Dr Pusztai has been barred from continuing his experiments has resulted in an unsatisfactory situation in which his data, although interesting, remain preliminary and further experimentation will be needed before final conclusions can be drawn.

Professor JONATHAN RHODES  
Dr RONALD FINN  
Department of Medicine  
University of Liverpool

## Baffled by the euro

Sir: We pay 65p MPs about £30m annually in salaries to make decisions on our behalf. Why, therefore, is it necessary to have a referendum on the one topic that the man on the Clapham omnibus probably knows next to nothing about – the economic pros and cons of joining the single currency?

In the only other referendum that this country has had, people voted "no" to Europe for a variety of nonsensical reasons such as that they thought they would be forbidden to buy traditional fish and chips, that they would not be allowed to take afternoon tea, or that they would be forced to become Roman Catholics. It would

seem that similar nonsensical notions, rather than the good of the country, would colour the way in which people voted in the EMU referendum.

If not that, then they would vote in the way that Australo-American and Canadian newspaper proprietors, who appear to have a vested interest in keeping Britain at odds with Europe, told them to vote.

Some people would vote "no" because they consider that joining EMU would result in a loss of "sovereignty", but how can a country whose foreign policy and some of its domestic policy – on drugs, for example – is dictated by America call itself sovereign?

Perhaps we should scrap the idea of a referendum and let the politicians decide, on the best advice from industry and economists, whether or not to join the single currency. Why have a dog and do the barking yourself?

C CROFTON-SLEIGH  
Surrey, Kent

Sir: Although heartily agreeing with you about the necessity of joining economic and monetary union, I cannot agree with your leading article (1 March) that a referendum now would give a positive result.

Last summer this branch of the European Movement held 13 information stalls in various towns, handing out brochures and look-alike euro currency notes, as well as answering questions about the euro.

Although many younger people and students were for our joining EMU, the lack of knowledge – or even wanting to know – among older people was horrifying. Pensioners who were in the last war seemed to think it was a German ploy to take over the UK! A poll last September showed that whereas 54 per cent of citizens in mainland Europe were well informed about the euro, only 8 per cent of Britons were.

To produce a "yes" vote in a referendum will need the Government to send information throughout the kingdom.

## LETTERS TO THE EDITOR

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Canals of Birmingham No 3: A cyclist on the towpath alongside the Farmer's Bridge locks on the Birmingham & Fazeley Canal

Andy Fox

particularly in England. We shall be out and about again this year campaigning for a positive referendum result, despite Hugh Dyke's derogatory remarks (letter, 20 February) about the European Movement.

PAMELA WARD  
Vice-President  
Huddersfield Branch  
European Movement  
Slaithwaite, West Yorkshire

Sir: I too have made inquiry on cheque payments in euros for my own business (letter, 25 February).

European countries have different standard physical sizes for cheques. So cheques in euros, even from one Euroland country to another, still suffer the "negotiation fee" cost. It seems this amounts to a handling charge because machinery will only cope with the local cheque sizes. Can this be holding back a European clearing system?

Banks of course are reluctant to upgrade machinery as they want to eliminate cheques, but fail to make electronic transfer of small sums cost-effective. "Negotiating" a cheque can cost £12 to £15 per

cheque, I use an organisation – not a bank – that manages to do it for £3. SHARON BOWLES  
Hemel Hempstead, Hertfordshire

## Grandparent crisis

Sir: Recently the daughters of three of my closest friends have each had a first child.

Two were born to teenage mothers (occasionally) who are obsessively jealous and violent. The other was born to a mother in her thirties and what can only be described as a serial father: for this is his sixth child by a number of different women, some of whom he married.

Thirty years ago we campaigned for family planning for all. We thought, in our naivety, that if every child became a wanted child you could in one stroke eliminate child abuse and neglect, illiteracy, poverty, homelessness... It hasn't exactly worked out like that.

I have no reason to believe that my friends' grandchildren are anything other than wanted. I also know that these particular babies will be protected, cared for and loved by an extended family.

But it is chilling to think that the backup a stable grand-parents home can provide is a resource which is running out. When these babies have their own children where are their grandparents?

How do I congratulate my friends? Every child is a gift, a cause for rejoicing. Yet for too many children the strands in the cradle that is their birthright are snapping.

YVONNE CRAIG  
Bedford

## Hype grand prix

Sir: Kelvin MacKenzie is in danger of believing his own hype when he claims to have "broadcasting rights" to the Australian Grand Prix ("You're Through to Talk Radio", 25 February). Radio 5 Live has exclusive commentary rights to all Formula One Grands Prix – including the Australian. Talk Radio has news access only. Mr MacKenzie's happy little band of listeners should not be misled.

The idea that we are throwing public money into sports rights to get the audiences is simply wrong.

With the help sometimes of European public-service broadcasters, we have brought sports coverage at a modest cost to UK licence-payers. And it is not just sport that drives audiences: 5 Live's most popular programme is the weekday *Breakfast Show*. MIKE LEWIS  
Controller Radio Sports Rights  
BBC Radio 5 Live  
London W12

## Banning bias

Sir: In the aftermath of the Lawrence enquiry, we should look at how progressive companies are, rather than how guilty.

I worked in South Africa running cultural change, communication and industrial relations programmes for major employers. On my return, in 1985, I was surprised at how little equal opportunities had advanced, and the lack of specific targets for senior management positions, training and monitoring.

I recently ranked 18 major retail, financial and leisure companies on the priority they gave to their employees, the wider community and the environment. Some 72 per cent had equal opportunity policies, but only two, the Royal Bank of Scotland and Nat West, specified the present imbalance. The Royal Bank of Scotland says 17 per cent of middle and 9 per cent of senior managers are women, whilst Nat West states that 20 per cent of its managers are women, and 2.5 per cent from the ethnic minorities.

Only four companies had women executive directors, and none had an ethnic minority director. This does not make business sense, as the majority of their customers and employees are women, and many products are targeted at women and the ethnic minorities. Changing company culture, like changing the wider society, takes time and commitment, and leadership from the top. It needs role models in senior positions, and it makes business sense. JANET SALMON  
Richmond, Surrey

## IN BRIEF

describing a show with so-called straight sex as "pleasure turned nasty"? I doubt it. The real "nasty pleasure" is that shown by the God-squad in their increasing obsession with judging the sex lives of others. GARY WILLIAMS  
Poole, Dorset

Sir: Oh dear, there still exists strong evidence of C P Snow's "two cultures". Weight and mass can never become the same, virtually the same or anything like the same (letter, 1 March). Whilst the state of weightlessness is now regularly seen in images from orbiting spacecraft, those astronauts are not massless – they still contain all the

molecules they left Earth with. Mass is a measure of how much stuff there is, whereas weight is a force, which only exists when there is at least one other mass around to create this attractive force. Dr ANTHONY EGAN  
Surrey

Sir: We were delighted to read that we had won the "competition" for the new home for the Greater London Authority (leading article, 26 February). Regrettably, whilst the process of selection was complex and opaque to the point of farce it did not extend to appointing an architect who had not submitted a design. MARCO GOLDSCHMIED  
Managing Director  
Richard Rogers Partnership  
London W6

## The volatile and vivacious world of the adjective

"I ALWAYS feel sorry for the word 'pyrrhic'. 'Pyrrhic' is a really neat little adjective, but it's never going to get very far up the ratings. Do you know why? Because it only has one usage. Only a victory can be 'pyrrhic'. Nothing else can. You can't have a pyrrhic election or a pyrrhic dinner party. There's no other way you can use the word 'pyrrhic', other than with 'victory', so it doesn't crop up that often. No wonder it doesn't even make the top 1,000 in the world..."

Hold on, hold on! Who is our arcane informant and what on earth is he on about? Ratings for adjectives? Top 1,000 adjective lists? Is someone mad?

No, far from it. Tennis players and golfers are not the only ones who have their own world rankings. It's beginning to happen to discrete

parts of speech as well. And Oscar Beussberger, who is head of ATP (Adjective Trend Plotting), is in charge of keeping an eye on the mercurial changes in adjective popularity. At the ATP headquarters, which are situated in a prestigious suburb of Oxford, they are busy night and day computing the comparative standing of various adjectives, as part of the ongoing process of measuring the speed at which language changes.

It's challenging and gruelling work, logging all use of adjectives, but it's also giving the ATP people a unique insight into the organic way a language evolves.

"Let's take a look at what you've written already," says Oscar Beussberger, peering sneakily over my shoulder at the preceding paragraphs. "Let's see how many

of our favourite adjectives you've got in... Oh, yes, quite a few from the World Standings there! For instance, 'arcane' (which has come up from nowhere to number 159 over the last 10 years), 'prestigious' (which hardly existed 40 years ago and is now up to 188) and 'ongoing' (which reached a dizzy 36 a few years back and is now down to 143 and still slipping).

"Mercurial" – quite nice. 'Situating' – very nice! And I'm glad you managed to avoid the temptation to use the word 'insightful', which is an American import which should never have been allowed to talk a foothold here.

"Of course," says Oscar Beussberger, "as a scientist of language I should just be observational and not – are you ready for this horrible adjective? – judgemental. But



MILES KINGTON  
'Formulaic' is a word much used by lazy TV executives – as if there were any other kind

when you work with adjectives every day you get to love some, loathe others. Can a zoo-keeper be

blamed for preferring okapi to rats? I think not. Can I be blamed for liking 'insipidated' more than 'squamous'? Surely not..."

But how do adjectives become popular? What makes an epithet emerge from dusty years of disuse into the limelight?

"Well, one way is through boredom. People get bored with saying 'bland' all the time. Then they find that 'anodyne' means roughly the same thing and sounds grander, so they start using that instead. 'Solipsistic' means, roughly, egotistical on a grand scale, so that has started to creep in instead of 'selfish'.

"Incidentally, I was very impressed to see you use the word 'discrete'. That's almost died out now, because people have forgotten the difference between 'discreet' and 'discrete'. 'Discreet' is

driving 'discrete' out, just as minks crowd out the otter."

Oscar Beussberger has seen adjectives come and go in his time, rising and falling in the lists. Once "psychedelic" was in the top 10. Now it's not even in the top 1,000. "Epiphanic" has come from nowhere recently, whereas "cathartic" is abiding. "Holistic" is right up there, which is good work, especially considering that the word didn't even exist 100 years ago.

"Formulaic" is a word much used by lazy TV executives, as if there were any other kind of TV executive," says Oscar. "Nobody else uses it. But it's still managed to creep up to No 125.

"Feral" was very trendy for a while, but is fading now. 'Iconic' is very big, of course, and so is 'ironic' – actually, it's quite odd when you

## Don't ring your GP

Sir: It would be far more reasonable to offer the NHS Direct service of telephone advice by nurses as optional rather than totally denying access to one's GP (report, 27 February). When the NHS's litigation costs are at an all-time high, it would be interesting to see the impact of NHS Direct on negligence claims.

Given the known pitfalls of giving advice or diagnosing without access to the patient's records, should not the Government try to reassure the public before imposing restrictions on patients' fundamental rights? Dr JAYANTHA ILANGARATNE  
Beverly, North Humberside

Sir: The suggestion that patients would no longer have direct access to their GP is quite frightening.

Access to a caring GP at the end of the telephone, who knew the patient well, made it possible for me to care for my increasingly frail and disabled husband at home to within two days of his death.

How many mothers with an obviously sick child would be able to call up sufficiently precise medical vocabulary to persuade a previously unknown nurse of the need for a home visit? If a mistake is made, the doctor is not called and the child is damaged, who will be legally responsible? If this is the kind of service to be provided, more people will struggle to take out private insurance. LILLY G W TURNER  
St Albans, Hertfordshire

Sir: Those with impaired hearing are increasingly excluded from the machinery of a society rushing into telephone contact for everything. This will become intolerable if matters of health have to be communicated to a stranger who knows nothing of one's medical history, perhaps speaking in dialect and located hundreds of miles away in some gigantic Babel.

Strange voices are difficult for the hearing-impaired to handle and a common feature of centralised call-handling is people with poor elocution and often unfamiliar accents who think the mark of competence is how rapidly they can spew out a torrent of words. Mention that you are deaf and they shout at you or lose patience.

As hospitals are already desperately short of nurses, where are the qualified staff to be found to extend NHS Direct? It is easy to see how staff shortage could lead to menu-switching: "If you have been sick press 1. If you have pain in your right buttock press 2." The mind boggles. GRAHAM HOLDEN  
Budeigh, Salterton, Devon

Sir: Patients with long-term illness need to have direct access to their doctors, simply so they can "help themselves". Many millions of people who live with illness for life, and for whom there is no cure, cope best when they know they can get access to quick advice from their doctor, when they know they need it.

The proposals to channel all requests through nurses make an assumption that living with serious, long-term illness needs the same approach as coughs and colds.

Introducing such ideas without consultation with patient organisations does not seem to be in keeping with the emerging patient partnership strategy. We support NHS Direct but this is an unhelpful and could well be an inappropriate development. JUDY WILSON  
Director  
The Long-term Medical Conditions Alliance  
London EC1

## Dame Iris's XI

Sir: Miles Kington ("Golden Cricketing Moments with Dame Iris Murdoch", 25 February) reports Murdoch's comparison of field-placing to planning a novel. I find that on the first page of her *Book of the Brotherhood* she introduces the reader to exactly 11 named characters. QED? RICHARD FIDDIAN  
Herpenden, Hertfordshire

We must not be kept in the dark when we travel

Where the the Gove







## A little bit of slap and fickle

**Contact Pandora by  
e-mail: [pandora@independent.co.uk](mailto:pandora@independent.co.uk)**

Madonna may not be passive, but she's certainly a myth. Better to look at — than look like. If Max Factor is serious about bringing the profitable hush back to our cheeks, then like others in the world of advertising, it needs to learn who the older woman truly is. Then dump who they think she ought to be.

Sadly, Europe's policy-makers had not foreseen the downdwelling in the global economy that began in Asia and has now snuffed out Europe's embryonic recovery at just the moment that the independent central bank has come into power. Unless the European Central Bank now dramatically cuts interest rates, Europe faces more unemployment. It is these massive underlying economic forces that have to be understood if Europe is to tackle the problem of unemployment. Superficial comparisons between Europe and America will lead us into depression, not into a Third Way.

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late Lord Reith would have approved.







# Sir Anthony Nutting Bt

ANTHONY NUTTING was one of the nearly men of post-war British politics, seen by many, including Harold Macmillan, as a future leader of the Conservative Party. But the Suez Crisis was to bring all these expectations to an abrupt end, and Nutting, who was only 36 at the time of his resignation, arguably suffered the greatest political loss.

Over 10 years later, historical opinion is still divided as to whether he was the martyr or the self-inflicted casualty of the unfolding drama following President Nasser's nationalisation of the Suez Canal in July 1956. The high point of Nutting's ministerial career is easier to assess, coming as it did in October 1954 when he negotiated the final stages in Cairo of the Anglo-Egyptian Agreement, the prelude to the withdrawal of British troops from the Canal Zone. This marked a new phase in the history of Anglo-Egyptian relations and brought him into personal contact with President Nasser, of whom he wrote a substantial biography in 1972.

A handsome, elegant figure, Nutting was a protégé of the Foreign Secretary, Anthony Eden, to whom he was much indebted for his rapid political advancement. With his distinguished war record, and glamorous bearing, Nutting's career had many parallels with his mentor (Punch depicted him in a cartoon as "Eden's Eden") and, in Churchill's last years as prime minister, Nutting was seen by some as the heir presumptive to Eden, the acknowledged heir apparent.

But the Treasury benches are littered with the bones of future prime ministers, and, unlike Eden after his resignation from Neville Chamberlain's government in February 1938, Nutting left the Commons in 1956 and never held office again. It was a tragic end, in the view of many, unnecessary end to a career that had promised so much, just at the moment when it could have been expected to fulfil all the hopes placed in him by Eden. However Nutting felt himself unable to defend the Suez Agreement with France and Israel over the invasion of Egypt, the dilemma that Walter Monckton told him he would have to face in the House of Commons, and for this he paid a heavy personal price. But, as Eden said at the time of his own resignation, "There are occasions when strong political convictions must override all other personal and political loyalties."

He was born in 1920, the third son of Sir Harold Nutting, second Baronet, a wealthy landowner, whose main seat was at Quenby Hall, Leicestershire, in his young son's future constituency. As his two elder brothers were killed on active service, Anthony Nutting succeeded to the baronetcy on the death of his father in 1972.

He was educated at Eton and Trinity College, Cambridge. On the outbreak of the Second World War, he joined the Leicester Yeomanry. He was invalided out in 1940 and joined the Foreign Service in Paris. After the fall of France, his intelligence experience was invaluable in Spain in arranging escape routes for Allied Forces. Later he headed the Scandinavian Department of the

Foreign Office and in 1942 was Eden's Private Secretary, a post that defined much of his subsequent career and the first stage of a relationship that was to have bitter-sweet consequences.

Nutting's election as Conservative MP for the Melton division of Leicestershire in the Labour landslide of 1945 proved a golden opportunity and he swiftly rose through the party hierarchy, serving as Chairman of the Young Conservatives in 1946 (reintegrating a flagging organisation); the youngest Chairman of the National Union at the Blackpool Conference of October 1950, and Chairman of the National Executive when the Conservatives returned to office the following year.

Nutting was an obvious candidate for preferment and Eden, whom Nutting would have preferred to see as Prime Minister, sought his services as Under-Secretary at the Foreign Office, advising him never to take a non-departmental job because, however grand the title, that would be when he would be marginalised. When Nutting led a delegation to see Churchill shortly afterwards, the Prime Minister inquired: "Haven't I seen you before?" Nutting explained that he was Chairman of the National Executive and that Churchill himself had recently appointed him to the Foreign Office. "Well, you can't do both jobs," said Churchill and Nutting's path was thereafter firmly set in the international field.

In 1954 he was promoted Minister of State and for two years led, with notable success, the British Delegation to the United Nations and a harder assignment - to the Disarmament Commission. When Eden finally became Prime Minister in April 1955, Nutting was seen as one of the charmed circle who bore the key of all his counsels. But the skies were about to darken.

In the autumn of 1955, New York papers publicised personal difficulties Nutting was experiencing. However, Eden stood loyally by Nutting,



Nutting's political career never recovered after 1956

Charles Waterhouse. Owing to Salisbury's illness, Nutting was drafted in at a late stage, "as a deputy for a deputy", to read the prepared text. To placate the right wing, the party managers wanted Nutting to explain that the text was Salisbury's, but the speech was delivered as though it was Nutting's own ("Make no mistake," he said privately beforehand, "this is to be Nutting's day") and the forceful address contributed to the bewilderment his resignation generated in some quarters in November.

Two days after the Llandudno speech Nutting was present at the fateful meeting at Chequers when a French delegation outlined to Eden what became known as "The Plan", whereby the Israelis were to be invited to launch an attack on Egypt across the Sinai Peninsula, after which the French and the British

portance lay in the fact that it was the first disclosure by a British minister of the events surrounding the Suez Protocol. Many were outraged by the appearance of the book, but Selwyn Lloyd never regarded Nutting's account as being a case of sour grapes. "As a result of it," he wrote, "we have to face a number of important issues", and it influenced Lloyd's decision to publish in due course his own account.

Having waited 10 years to put his side of the story, Nutting was unlucky in its timing, for the publication coincided with the outbreak of the Six Day War, when even some of Eden's former critics were prepared to allow the possibility that contemporary events may have proved Eden to have been right all along. Demands for a debate in Parliament and an inquiry on the model of the Dardanelles Committee in 1916 never took wing.

In his later years, though weakened by arthritis and asthma, Anthony Nutting gave generously of his time to historians and researchers, an important witness to events which had shaped, and then ultimately destroyed his political career.

Hulton Getty

Harold Anthony Nutting, diplomat, politician and writer, born Shrewsbury 11 January 1920; Secretary to Anthony Eden 1942; MP (Conservative) for Melton Division of Leicestershire 1945-56; Chairman, Young Conservatives, 1946; Chairman, Conservative National Union 1950-51; Chairman, Conservative National Executive Committee 1951; Under-Secretary, Foreign Affairs 1951-54; PC 1954; Minister of State for Foreign Affairs 1954-56; Leader, UK Delegation to United Nations and United Nations Disarmament Commission, 1954-56; succeeded 1972 as third Bt; married 1941 Gillian Strutt (two sons, one daughter; marriage dissolved 1959); 1981 Anne Gunning (died 1990); 1991 Margarita Sanchez; died London 23 February 1999.

## Ruth Gipps

THE COMPOSER, conductor and teacher Ruth Gipps said she had always found it "difficult to understand young people who don't know what they want to be when they grow up". For Gipps, from a young age, it was music.

At first manoeuvred by her mother into appearing as a child pianist, she entered the Royal College of Music in 1937, winning the Caird Scholarship. Here she developed both as a composer with Vaughan Williams and Gordon Jacob and as a pianist. Several contemporaries have remarked on her performance of the Brahms Second Piano Concerto while a student.

When Sir Henry Wood conducted Gipps's tone poem *Knight in Armour* at the last night of the 1943 Proms, he signalled the emergence of a talented new voice. Chamber works had already been heard at the Wigmore Hall, and no musician could have had a more rewarding concert when in Birmingham in March 1945 she was soloist in a Glazunov piano concerto and followed it by playing cor anglais in the first performance of her own First Symphony.

During the Second World War her life was focused on Birmingham, where, in 1942, she married the clarinetist Robert Baker. In 1944, while he was away on war service, she was a full-time orchestral musician (oboe/cor anglais) in the City of Birmingham Orchestra. During the 1940s Birmingham was an active centre of musical creativity as the conductor George Weldon encouraged local composers and played several big works by Gipps, including two symphonies, violin and piano concertos and various tone poems.

As an oboist she was a student of Leon Goossens and she caught the eye of Sir Malcolm Sargent, who asked her to play orchestral cor anglais solos in works such as *The Swan of Tuonela*. When her approachable one-movement Second Symphony was given by the Birmingham Orchestra in October 1946, she seemed to be securely launched as a composer, and it is said that she did not live to see the revival of this work by the young English conductor Douglas Bostock, due out on CD in April.

Back in a London she "found a changed world". Sir Henry Wood was dead and no one wanted to look at scores of orchestral works, so she turned her attention to chamber music. In 1956 she won the Cobbett prize of the Society of Women Musicians for her Clarinet Sonata, Op 45, the slow movement of which was written at a sitting. "I heard it in my mind," she said "and wrote it down as fast as I could scribble."

Gipps developed a portfolio of activities including directing the City of Birmingham Choir, musical journalism and university extra-mural lecturing. Throughout her life Ruth Gipps was a byword for industry and no-nonsense integrity, and, encountering the feeling against women musicians evident in the 1940s and 1950s, she attempted to establish herself by industry and academic excellence, being awarded an external Durham BMus in 1941, and a doctorate in 1948 for which her composition exercise was her cantata *The Cat*, described by one conductor as "great fun, full of vitality".



Gipps: uncompromising

Gipps's music, which is in most conventional forms except opera, was well received by audiences, but her idiom reflected her student days with Vaughan Williams. It was not forward-looking, even in 1945, and the post-war emergence of an iconoclastic new generation typified by Peter Racine Fricker, and later the establishment of serialism, meant that stylistic issues often stood in the way of objective critical assessment.

Gipps felt her best works were those for orchestra, a view confirmed by the BBC broadcast, in 1983, of her impressive Fourth Symphony under the baton of Sir John Pritchard. More recently she was able to attend the sessions when David Pyatt recorded her remarkable Horn Concerto, not yet issued. Those present who had not encountered her music before remarked on its personality and invention, wanting to hear more.

She could not understand the BBC's bureaucratic procedures for assessing new music submitted, and she fought a despairing and unsuccessful campaign to have her Fifth Symphony broadcast. She was no tactician and spoke her mind bluntly.

She was devoted to her students. First appointed to Trinity College of Music (1959-66) to teach composition and harmony, she moved to the Royal College of Music in 1967 where she filled the vacancy left by the retirement of her composition teacher Gordon Jacob. However, her uncompromising antagonism to avant-garde developments in the 1960s and 1970s became a limitation when she came to teach the London BMus.

Proud of her appointment as a professor of composition at, as she wrote, "my Alma Mater", she taught theory and history for a decade before leaving unhappily in the summer of 1977 to take up the appointment of Senior Lecturer in Music at Kingston Polytechnic, feeling that on the modern music issue at the RCM her "position had become impossible".

The London Repertoire Orchestra filled an enormous gap when she founded it in 1955. Here, every week on Wednesday (chamber ensemble) and Friday (full orchestra), she provided an opportunity of working through a huge span of repertoire, an activity she continued for 31 years.

The cellist Julian Lloyd Webber remembers her capacity to inspire. "Without people like her," he says, "a lot of us would not have had the necessary experience of the repertoire when we first entered the profession." He cites the "infectious enthusiasm" she brought to Elgar's *Enigma Variations* when on one occasion she came to conduct the RCM First Orchestra. With the LRO she also gave intending soloists like Lloyd Webber the opportunity to try through the concerto repertoire, and with him later gave the first London performance of the Bliss Cello Concerto.

The LRO was an example of Gipps's practical vision. Later she also founded the Chanticleer Orchestra. Her work for the music profession was wide and largely unsung. Typical was the establishment of the British Music Information Centre. While Chair of the Composers' Guild in 1967, with Elizabeth Yeomans she did all the donkey work which led to the successful launch of this invaluable institution, and it was not the least of her achievements.

A sports car enthusiast - she had first a 1963 MG, later a 1968 Morgan - Ruth Gipps thought nothing of driving, heavily swathed, through all weathers.

LEWIS FOREMAN

Ruth Dorothy Louisa Gipps, composer, conductor and teacher, born Bechill-on-Sea, East Sussex 20 February 1921; MBE 1981; married 1942 Robert Baker (one son); died Eastbourne, East Sussex 23 February 1999.

When he resigned from the Commons over Suez, Selwyn Lloyd described the affair as 'Much Ado about Nutting'. But, as Eden said, 'There are occasions when strong political convictions override all other personal and political loyalties'

whom he regarded as a key player, resisting pressure from certain elements in the Conservative Party to remove Nutting from the Foreign Office to a less sensitive position. Eden was encouraged by Nutting's robust response to the sacking of Glubb Pasha as Commander of the Arab Legion in March 1956, but the ramifications of the unfolding Suez Crisis from July was to fracture their relationship.

In the absence of the Foreign Secretary, Selwyn Lloyd, who was negotiating with his Egyptian opposite number, Dr Fawzi, in New York, Lord Salisbury was due to reply to the Foreign Affairs Debate on 11 October at the Party Conference in Llandudno, when trouble was anticipated from the right-wing Suez Group, led by

would intervene to separate the combatants and regain the canal. When Eden said to the Duty Secretary, "There's no need to take notes", Nutting knew in his heart that their paths would inevitably diverge.

Nutting's resignation, communicated to Eden on 31 October, was delayed until after the invasion, but complicated by some Conservative backbenchers, now dead, who sought to impugn his integrity by a whispering campaign concerning his private life which they suggested was the real reason he wanted to "bale out" of both his office and his constituency, in an era when divorce proceedings could have profound political consequences for a Conservative MP. When Robert Rhodes James's biography of Eden ap-

After this failure to re-enter mainstream politics, Nutting divided his time between his London homes, where he wrote on Arab affairs, and his farming interests at Achenault in Sutherland, where he was a willing host. A series of books, of which Nasser (1972) was the most consequential, appeared and he was a consultant for the film *Lawrence of Arabia* (1962), another of his biographical subjects. But it was the publication in 1967 of his account of Suez, *No End of a Lesson*, which flattered the most doves, involving the Cabinet Office and constitutional questions about the Official Secrets Act and a Privy Council's oath.

Although Nutting's book was to be superseded by later accounts, its im-



Entrance to prisoner cells, Theresienstadt Gestapo prison (Terezin, Czech Republic); photograph by Hartmann from *In the Camps* (VWE, Norton, 1995). 'Arbeit macht frei': 'Work makes you free'

## Erich Hartmann

WHEN ERICH Hartmann joined the Magnum photographic cooperative in 1951 the direction of the group (and of the time) was photojournalism - but not for Hartmann. He chose a more personal path in which to express himself: the photographs he made for *Fortune* magazine of science and industry showed a uniquely human face.

It was just a step from this phase of his career to his assignments for major corporations to photograph their factories and their workers. He was the first to bring the techniques of photojournalism to corporate photography. By his example he opened an entire new field for photographers whose main venues were newspapers and magazines. He said, "I want to photograph objects in ways they have never been seen before."

His work showed a purity, depth and considered approach, at a time (in the 1970s) when photographs

were being extolled for their snapshot quality. He was also an early colourist and he had one-man exhibitions in New York, London, Paris, Amsterdam, Tokyo and a number of cities in Germany.

Hartmann was born in Munich in 1922 and left Germany as a teenager in 1938 when the Nazi threat increased and his family emigrated to America. During the Second World War he volunteered for the US Army and served in Europe. After the war he moved to New York and learned photography as an assistant to a portrait photographer and, from 1948 to 1950, at the New School for Social Research, with Charles Lehrs, Benet Abbott and Alexei Brodovitch. He was first associated with Magnum in 1951 and became a full member in 1954.

In the late 1960s and 1970s he lived in London. He documented the construction of the Britannia aircraft for the Bristol Aeroplane Company and

he photographed for the leading colour magazines: the *Sunday Times*, the *Observer* and the *Telegraph*, notably on such stories as "Shakespeare's Warwickshire" and "The Norman Conquest Descendants". For the *Weekend Telegraph* he made sensitive colour pictures of "Styles of English Architecture", in a series of photo-essays for which Sir John Betjeman wrote the words, and he also travelled with Betjeman to the Faeroe Islands.

Later Hartmann returned to Germany where he had lived in the shadow of the Nazis until he was 16, and chose a project for himself: the death camps. He made an unforgettable book, *In the Camps* (1995). He said, "I simply felt obliged to stand in as many of the camps as I could reach, to fulfil a duty that I could not define and to pay a belated tribute with the tools of my profession."

The book is a magnificent tribute. There is hardly a person in it. So soli-

tary is it, so desolate, that we people the pages with our own ghosts, we bring to it our own fears and imagery. These imaginings have the feeling of poetry.

We see a room full of broken shoes; another room of battered satchels; another of torn children's clothes; the windowless barracks in four tiers in which multitudes tried to survive; or a square in which a gallows hangs in the wind. The railway tracks which many took into the camp; a single gas chamber in Auschwitz.

Photographs from the book continue to travel as an exhibition in the United States and Europe; it has been at the Royal Armouries in Leeds since last November.

It is hard to go from examining the book to describe all Erich Hartmann did for the Magnum cooperative when he served on the board or was vice-president (1975 and 1979) or president (1985). Bart Glan describes how he and Hart-

mann came to Magnum at the same time, almost 47 years ago:

We have photographed together and met together and consulted together about ethics and journalism, and we have attended 46 Magnum General Meetings, the first with only eight other photographers and the last with more than 50, but all of them passionate, contentious and personal.

He goes on: Through all these years Erich, more than anyone else, has been my moral compass. No matter how knotty the problem he never settled for the facile compromise. He was always wise, judicious, and ferocious to find the right answer rather than the easy one. When I suspected that I was pursuing my self-interest rather than the common good I would glance over at Erich and if I encountered his quizzically cocked eyebrow I would shut up.

EVE ARNOLD

Erich Hartmann, photographer, born Munich 29 July 1922; married Ruth Bains (one son, one daughter); died New York 4 February 1999.

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## Jose Quintero



Quintero: 'Silence is as eloquent as words' *Hulton Getty*

THE THEATRE director Jose Quintero has been credited with one of the most important developments in American theatre of the past 50 years – the emergence of off-Broadway as a viable source of great theatre, both artistically and commercially. He also rescued from neglect the playwright Eugene O'Neill, with whose works he became particularly identified, and was important in establishing the careers of actors Jason Robards, Geraldine Page and Colleen Dewhurst. Quintero's staging of such O'Neill plays as *The Iceman Cometh*, *Long Day's Journey Into Night* and *A Moon for the Misbegotten* has become legendary, and he also had great success with works of Tennessee Williams, Truman Capote and Thornton Wilder.

Off-Broadway as a district was centred after the Second World War around Greenwich Village, its appeal parochial and its shows rarely covered by major critics. That changed forever in 1952 when Quintero directed a revival of Tennessee Williams's *Summer and Smoke*, which had failed on Broadway. Mounted at a theatre co-founded by Quintero, the Circle-in-the-Square, and starring the relatively unknown Geraldine Page, it was reviewed by the *New York Times* critic Brooks Atkinson (because it was by Williams) and he applauded the play, the direction and the performances.

Overnight both Quintero and Page were star names, and the play ran for more than a year, though Quintero was later to refer to his sudden fame as "a curse". The bond that he was later to display with the works of O'Neill (he directed 19 productions of O'Neill plays) was echoed in the similarities between Quintero's personality and that of the tortured playwright.

Quintero was born in 1924 in Panama City, one of four children of a Spanish businessman. "From birth I was branded a disaster," he later recalled, stating that his father had wanted a daughter, since he already had sons, and also disapproved that the boy's skin was darker than anyone else's in the family. His father rejected the boy's attempts to meet his demands throughout his childhood, and later refused to acknowledge Quintero's homosexuality. "I was taken to a brothel by my father when I was 15," wrote Quintero, "but I was unable to function sexually."

Planning to become a priest, he was educated at the LaSalle Catholic High School in Panama City, but when he graduated in 1943 with barely average grades he was best known for his ability to decorate altars and his devotion to Bette Davis movies. He entered the University of Southern California as a medical student, but after receiving a letter from his father saying, "I once had a son whose name was the same as the one you bear, but as far as I am concerned, he is dead," he felt he no longer had to please his family.

Seeing a touring version of Emyln Williams's *The Corn Is Green*, which he attended every night of its two-week run, awakened an interest in theatre, and he enrolled at the Goodman Theatre Dramatic School in Chicago. A year later, with a group of drama students, he established a repertory company, the Loft Players, in Woodstock, New York, where plays directed by Quintero included *The Glass Menagerie* and *Sydney's Riders to the Sea*. In 1950 the group moved to New York City and on their small profits converted an unused former night-club, the Greenwich Village Inn, into a theatre in the round which they called the Circle-in-the-Square Theatre.

Their first season's plays included *Dark of the Moon*, *The Enchanted Yerma*, then in 1952 came *Summer and Smoke*, which established both off-Broadway and Quintero. "Quintero's success ignited footlights all over the Village," reported *The New York Times*.

"The American theatre expanded some 40 blocks. Critics realised they would not fall into the Atlantic if they ventured south of Times Square." Quintero himself was to write in his autobiography *If You Don't Dance, They Beat You* (1972).

The day after *Summer and Smoke* opened, we became a success. I had never known what success was, but somehow in the United States things happen overnight. They give you no time for preparation. Let me state here and now that success is a curse. It has a way of devouring any future inventiveness that one possesses. One breathes fear of change. It impregnates you with a formula in order to give birth to nothing. I believe that now, but then at 26 and having changed overnight from unwanted to the most desired, it is the ever-longed-for and seldom achieved sensation of complete happiness. I was encouraged by the long line of people outside the box-office, looking as if they did not get a ticket to see the marvel of my work, they would faint with disappointment.

Quintero almost single-handedly revived the neglected Eugene O'Neill. "Part of my soul," he said, "belongs to O'Neill".

Quintero almost single-handedly revived the neglected Eugene O'Neill. "Part of my soul," he said, "belongs to O'Neill".

*Summer and Smoke* had many of the qualities which would become trademarks of Quintero's direction, notably his dextrous manipulation of pauses and silence. "I do not like a fast-paced show," he said. "I prefer subtlety and atmosphere. And particularly silences. Silence is as eloquent as words."

One of his influences had been Jean Delannoy's film version of *La Symphonie Pastorale*. I stayed to see it three times until the movie house closed. And all that I know about direction came from that movie. When you direct, you're after that sky, inner thing hidden in the words of your being. But it is not technique that I was ever searching for, but rather the treasure of the blind heart.

Truman Capote's *The Grass Harp* was among other well-received productions directed by Quintero before his landmark staging of *The Iceman Cometh* in 1956. Eugene O'Neill, winner of four Pulitzer Prizes and the only American dramatist to receive a Nobel Prize, had been lauded as the country's finest playwright but by the time of his death in 1953 his reputation had faded and critics were calling his work dated.

Quintero's revival of *Iceman*, nearly five hours long with a shattering central performance (his first major success) by Jason Robards, drastically changed that view ("a major production of a major theatre work," wrote Atkinson), and six months later on Broadway Quintero staged the American premiere of *Long Day's Journey Into Night* starring Robards, Fredric March and Florence Eldridge, which won both the Pulitzer Prize and the Drama Critics Circle Award. Atkinson said, "It re-

stores the drama to literature and the theatre to art." Quintero formed a close bond with O'Neill's widow Carlotta, who had entrusted the much-coveted posthumous play to him, and for many years wore her wedding ring, which she gave him as a gift. "Quintero seems possessed by O'Neill's spirit," wrote *The New York Times*, while O'Neill's biographer Barbara Gelb wrote, "He has O'Neill's haunted, penetrating eyes. When his demons converged, he hid, like O'Neill, in the bottle."

Quintero's later directorial work included *Children of Darkness* (1958), which advanced the careers of George C. Scott and Colleen Dewhurst, and for the Metropolitan Opera House a double religion, 1924. Today is the Feast Day of St. Aelred of Rievaulx, St. Anselm of Nonantola, St. Arthelais, St. Chief St. Cuneogund, empress, St. Emeterius, St. Gervinus, Saints Marinus and Astyrus, St. Non or Nomita and St. Winwaloe or Guenole.

ROYAL ENGAGEMENTS  
The Princess Royal visits Oracle Corporation UK's Headquarters at Oracle Parkway, Thames Valley Park, Reading, Berkshire, as President, the Princess Royal Trust for Carers, visits Reading and Central Berkshire Carers Centre "Support for Rural Carers" event at Theale Medical Centre, Theale, Berkshire, and the Kirby Room, St. Luke's Church, Theale, opens Bradbury House, Berkshire Multiple Sclerosis Therapy Centre Limited's new Centre at August End, Reading, and, as President, Save the Children Fund, attends a Reception for Wessex Walks Volunteers at Buckingham Palace.

CHANGING OF THE GUARD  
The Household Cavalry Mounted Regiment mounts the Queen's Life Guard at Horse Guards, 11am.

hill of *Cavalleria Rusticana* and *I Pagliacci* (1958). Other lauded productions included Thornton Wilder's *Our Town* (1959) – Wilder attended rehearsals and, like Tennessee Williams, became a close friend of the director – Genet's *The Balcony* (1960), Williams's *Camino Real* (1960), and many works of O'Neill, including *Strange Interlude* (1963) for the Actor's Studio with a cast including Geraldine Page, Ben Gazzara, Franchot Tone and Jane Fonda, *More Stately Mansions* (1967) with Ingrid Bergman, *A Moon for the Misbegotten* (1973) with Robards and Dewhurst for which he won the Tony Award as Best Director, *Anna Christie* (1977) with Liv Ullmann, and *A Touch of the Poet* (1977) with Robards and Geraldine Fitzgerald. In 1988 Robards and Dewhurst appeared in a revival of *Long Day's Journey Into Night* to mark the centenary of O'Neill's birth.

Quintero made one film, an adaptation by Gavin Lambert of the Tennessee Williams novella *The Roman Spring of Mrs Stone* (1961). Featuring Vivien Leigh as an ageing widow who pays an Italian gigolo (a miscast Warren Beatty) to make love to her, it had some effective sequences and a biting performance by Lotte Lenya as a waspish procuress, but was not a success.

In 1980 Quintero directed Williams's last play, *Clothes for a Summer Hotel*, based on the relationship between F. Scott and Zelda Fitzgerald, but it ran for only 14 performances. Its star, Geraldine Page, commented, "What made Jos a great director was that he would do everything by suggestion. He would give you the means without telling you what to do. His ideas were so human. So poetic."

In the mid-Seventies, when his drinking problem had become acute ("I used to fill little bottles and put them in my pockets and during rehearsals I would go away in the dark and drink them"), Quintero was aided in his fight against alcohol by Nicholas Tescaris, an advertising executive, who became his long-term companion. In 1987, the director contracted throat cancer and had his larynx removed, assuming it would mean the end of his career. "I thought of O'Neill, in the last 10 years of his life, when he could no longer work because of the tremor in his hands. And he could not dictate and he could not write on a typewriter, so it meant the end of his life," But Quintero learned how to use a mechanical voice box and continued to work, also becoming a lecturer and university professor.

In August 1996 he directed two early one-act plays by O'Neill at the Provincetown Repertory Theatre on Cape Cod, where the plays were written. "Part of my soul," he said, "belongs to O'Neill."

Throughout his career, despite occasional work on Broadway and in London, where he staged *Long Day's Journey Into Night* in 1958, he remained true to his off-Broadway roots. "I wouldn't have been on Broadway if it hadn't been for off-Broadway," he said. Talking of some of the other founder members of the Circle who departed to earn more money, he commented,

The theatre did not reward them to the degree that they wanted. But those of us who stubbornly stuck it out have enriched contemporary theatre by being willing to pledge heart, soul, mind, strength and loneliness to the sometimes wickedness of that whore. It can kiss you and applaud you and at the same time break your heart. But there is nothing you can do about it. Nothing you want to do about it. You are in love. What else is there?

Jose Benjamin Quintero, theatre director, born Panama City 15 October 1924; died New York 26 February 1999.

## LITERARY NOTES

PHILIP ZIEGLER

## A hearty who took the wrong turning?

THROUGHOUT his life Osbert Sitwell found it hard to reconcile his pride in his aristocratic ancestry with his sincerely held conviction that the artist was the only truly superior being. His penalty was to be viewed with suspicion, if not mild contempt, by both his intellectual and his social peers.

"There are precious few Englishmen who could not assume a medieval name if they chose to pick about in their pedigree," wrote Evelyn Waugh of Osbert's pretensions to grandeur. The sneer was unjustified. Osbert's forebears had occupied their estates since the Cytewelles had acquired them in the 14th century, and though the family's wealth had come largely from a 17th-century ironworks and 19th-century coalmines, their standing in Derbyshire society was unquestioned.

The real eminence, though, came on his mother's side. His maternal great-grandfather may have been (though probably wasn't) the son of the Prince Regent and Lady Conyngham; his mother's mother was definitely daughter of the Duke of Beaufort. "The blood of the Plantagenets flows in our veins," Edith Sitwell was wont to boast. Osbert was more restrained, but the knowledge nevertheless gave him great satisfaction.

Yet for Osbert this was not the only, or even the most important, element in his life. When the children of the local noblesse played to-

gether, the Sitwells remained uneasily aloof; conscious that they did not quite fit in but not understanding why. Only much later did Osbert conclude that he and his siblings stood alone because they were artists in embryo, "with nerves and brains created for the one purpose of a certain kind of sensitive perception".

As an explanation of their social isolation, this is hardly satisfactory. Many "artists in embryo" have contrived to mix happily with their contemporaries. A crippling compound of arrogance and shyness was more to blame. But Osbert's belief that his distinction lay in his literary skills and sensibilities, and that humanity was divided into two categories, the artists and the others, was unshakable. He looked down on the middle classes not primarily on social grounds but because he considered them incapable of artistic creation or even appreciation. The fact that the greater part of the writing and painting he most admired came from the very social class that he so despised was never allowed to disturb this blind awareness of his own superiority.

In his West End clubs Osbert was a licensed jester, the tame house poet pointed out with mingled pride and derision. He met with some disapproval – the Prince of Wales was outraged when Osbert told him that he was abandoning the Brigade of Guards for literature – but, on the

whole, tolerated. His efforts to shock bourgeois society were viewed as regrettable but less deleterious than drink or drugs; he was not a real rebel, judged that he and his siblings stood alone because they were artists in embryo, "with nerves and brains created for the one purpose of a certain kind of sensitive perception".

To his artistic friends, his seriousness of purpose was quite as suspect. He was deemed a literary playboy, a dilettante – a charge which infuriated him and which was belied by his productivity and the effort he put into drafting, and redrafting, everything he wrote. Virginia Woolf mocked his "extreme uneasiness, his childish vanity always striking the two notes: rank and genius". To Wyndham Lewis he was "a hearty who has taken the wrong turning – he has looked at pictures, he has listened to music too much, he has loved the Ballet not wisely but too well". His fellow writers respected his achievements but could never quite conceal their belief that he was not one of them.

Only in his autobiography, where he translated his ancestry into art, were the two halves of Osbert's nature successfully resolved. For the rest he was doomed to fit uneasily between two worlds: belonging to both, altogether at home in neither.

Philip Ziegler is the author of *Osbert Sitwell* (Pimlico, 4 March, £14)

## Acquitted defendant bears receiver's costs

### WEDNESDAY LAW REPORT

3 MARCH 1999

Re Andrews

Court of Appeal (Lord Justice Hirst, Lord Justice Aldous and Lord Justice Ward) 25 February 1999

WHERE A receiver appointed under the Criminal Justice Act 1988 to receive and manage the property of a defendant incurred costs and expenses in so doing, those costs and expenses had to be borne by the defendant, notwithstanding that he had subsequently been acquitted and awarded the costs of his defence out of public funds.

The Court of Appeal dismissed the appellant's appeal against the dismissal of his application for an order that the costs of a receiver, appointed under the Criminal Justice Act 1988, should be borne by Customs and Excise following his acquittal on all criminal charges.

The appellant and his son were arrested by officers of Customs and Excise and charged with VAT and PAYE offences, to which Part VI of the Criminal Justice Act 1988 applied. The officers seized £42,905 which they found at the appellant's home. Customs and Excise then successfully applied *ex parte* in the High Court under sections 77 and 78 of the Act for restraint and charging orders against both father and son, and for the appointment of a receiver.

The appellant's son was duly convicted in the Crown Court, but the appellant was acquitted on all charges. He was allowed his costs to be paid out of central funds. On taxation, the costs of the High Court proceedings were held not to be covered by the award of costs in the Crown Court.

The appellant applied in the High Court proceedings for the discharge of all the orders against him, including the re-

ceiver's property was released to him his solicitors realised that the remaining £10,011 of the amount which had been seized had not been returned.

The solicitors wrote to the receiver who replied that there were no funds remaining to be returned to the appellant, all balances having been used to defray the prior costs of the receivership. The appellant applied for an order that his costs of the proceedings, inclusive of the fees, charges, disbursements, expenses and all other costs and remuneration of the receiver be paid by Customs and Excise. That application was dismissed and the appellant appealed.

Victor Joffe (Goldkorn Davis Mathias) for the appellant; Andrew Mitchell QC (Solicitor for Customs and Excise) for the respondent.

Lord Justice Ward said that in the present case there had been an agreement that Customs and Excise would indemnify the receiver if he were unable to bring in sufficient assets to meet her costs. It was submitted for the ap-

pellant that, on a successful application for the discharge of a receivership order, costs should follow the success in that application, and that the remuneration and expenses of the receiver were part of those costs. Section 51(1) of the Supreme Court Act 1981 provided that "... the costs of and incidental to ... proceedings ... shall be in the discretion of the court".

However, the true position was that the investigation as to whether or not the defendant had suffered loss by reason of the receivership was an investigation which should and ordinarily would be conducted in deciding whether or not damages should be awarded for breach of the usual undertaking as to damages which a plaintiff would normally be required to give. In the present case no such undertaking had been given.

It was submitted for the respondent that section 89 of the Act provided a defendant with the only relief to which Parliament thought he was entitled. That section gave the court a discretion to order payment of compensation to a defendant who had been acquitted, but only where there had been some serious default on the part of a person concerned in the investigation or prosecution of the offence, and there had been no such default in the present case.

Furthermore, even if the expenses of the receivership were within the definition of costs, they were not costs "of and incidental to the proceedings". They had to lie where they fell. KATE O'HANLON, Barrister

## GAZETTE

### BIRTHS, MARRIAGES & DEATHS

#### DEATHS

NUTTING: The Right Hon Sir Anthony St PC. The funeral will be held at 3pm on Thursday 4 March at Holy Trinity Brompton, family and friends welcome. All enquiries to Leverton and Sons Ltd, 0171-387 0975.

RAHILL: Peggy (nee Warren), beloved wife of Mick and mother of Christine, Angela, Patrick, Brian and Denis. Peacefully in her sleep on Sunday 29 February 1999. Funeral service at St Mary's Church, Westwood, Bradford-on-Avon on Tuesday 9 March at 2.50pm. Donations please to the Stroke Association. Stroke House, Whitecross Street, London EC1Y 3JJ.

Announcements for BIRTHS, MARRIAGES & DEATHS (Births, Adoptions, Marriages, Deaths, Memorial services, Wedding anniversaries, In memoriam) are charged at £6.50 a line (VAT extra).

#### BIRTHDAYS

Mr Ernest Bradbury, writer and broadcaster; 80; Mr Nicolas Dusan Bratza, High Court judge; 54; The Hon Peter Brooke MP; 65; Sir George Gardiner, former MP; 64; Mr David Glencross, former chief executive, ITC; 63; Dr Rod Hackney, past President, RIBA; 57; Mrs Joan Humble MP; 48; Mr Takashi Ishihara, counsel, Nissan Motor Co; 87; Mr Martin Lovett, musician and teacher; 72; Mr Maurice Lynn, former Headmaster, The Oratory School; 48; Mrs Eleanor McLaughlin, former Lord Provost and Lord-Lieutenant of Edinburgh; 61; Air Vice-Marshal Charles Maughan; 78; Professor Neil Merritt, former Vice-Chancellor, Portsmouth University; 60; Mr James Miller, Headmaster, Royal Grammar School, Newcastle upon Tyne; 49; Mr Steve Morrison, chief executive, Granada Media Group; 53; Mr Peter O'Sullivan, racing commentator; 81; Sir Mark Prescott, racehorse trainer;

51; Miss Miranda Richardson; 41; Mr Ronald Seale, artist and cartoonist; 79; Lord Templeman, a former Lord of Appeal in Ordinary; 79; Miss Fatima Whitbread, javelin thrower; 38; Mr Mike Wood MP; 53.

#### ANNIVERSARIES

Births: Alexander Graham Bell, inventor of the telephone; 1847; Sir Henry Joseph Wood, founder of the Promenade Concerts; 1869; Philip Edward Thomas, poet and critic; 1878; Jean Harlow (Harlean Carpenter), actress; 1911. Deaths: Giovanni Domenico Tiepolo, painter and engraver; 1804; Lou Costello (Louis Francis Cristillo), actor and comedian; 1983; Arthur Koestler, writer; 1983; Danny Kaye (Daniel David Katz), actor and entertainer; 1987. On this day: Bizet's  *Carmen* was first performed at the Opéra Comique, Paris; 1875; the Turkish National Assembly abolished the Caliphate, and disestablished the Islamic

religion; 1924. Today is the Feast Day of St Aelred of Rievaulx, St Anselm of Nonantola, St Arthelais, St Chief St Cuneogund, empress, St Emeterius, St Gervinus, Saints Marinus and Astyrus, St Non or Nomita and St Winwaloe or Guenole.

#### LECTURES

Royal Society of Arts, London WC2: Dr D. Neil Martin, "Smell: can it be used to manipulate behaviour?", 6pm (0171-930 9286 for tickets). Gresham College, at Staple Inn Hall, London WC1: Professor Roger Penrose, "The Limits of Computation", 1pm.

#### LUNCHEONS

Australia & New Zealand Chamber of Commerce UK Mr Bob Hawke was the guest of honour and speaker at a business lunch held yesterday by the Australia & New Zealand Chamber of Commerce UK, at the Baltic Exchange, London EC3.

#### ROYAL ENGAGEMENTS

The Princess Royal visits Oracle Corporation UK's Headquarters at Oracle Parkway, Thames Valley Park, Reading, Berkshire, as President, the Princess Royal Trust for Carers, visits Reading and Central Berkshire Carers Centre "Support for Rural Carers" event at Theale Medical Centre, Theale, Berkshire, and the Kirby Room, St. Luke's Church, Theale, opens Bradbury House, Berkshire Multiple Sclerosis Therapy Centre Limited's new Centre at August End, Reading, and, as President, Save the Children Fund, attends a Reception for Wessex Walks Volunteers at Buckingham Palace.

#### CHANGING OF THE GUARD

The Household Cavalry Mounted Regiment mounts the Queen's Life Guard at Horse Guards, 11am.

## WORDS

CHRISTOPHER HAWTREE

express, v.

It is an unfortunate situation – and makes express becomes doubly useful. Bacon said, "among the wat'ry juices of fruit are all

the fruits out of which drink is expressed; as the grape, and the apple".

Since then, the usage has been more specific, as in Carter and Dodds's *Dictionary of Midwifery*: "The patient should be taught how to express secretion from the nipple so that the milk may be able to flow freely later on."



# The lost art of learning

The emphasis in education has returned to the three Rs. But will their rigid enforcement stifle creative learning? By Judith Judd

## DUMB BRITANNIA 2. EDUCATION

In a world where Neighbours, Sweet Valley High and Tom Raider are most teenagers' idea of culture, schools are embattled fortresses of civilisation. Far from descending into mindless modernity, teachers are fighting to keep afloat the notion that there is more to life than soap operas and shopping. And they are doing so more determinedly than at any time during the last 30 years. While society may be "dumbing down", schools are smartening up.

Think back to the Seventies and early Eighties. Those were the days of the national curriculum when fashionable staffroom catch phrases were "start where the child is at"; in drama, that meant soap; in music, pop; and in history, just around the corner. Education had to be "relevant" or pupils would switch off. If they read, why worry too much about what they were reading?

The purveyors of this philosophy had a point – but they went too far. Teachers were free to teach what they liked, invent their own examinations – and mark them. Primary schools, freed from the constraints of the 11-plus exam, might do endless projects on the dinosaurs, or study the Romans three times over, without so much as a glance in the direction of the Tudors or the Industrial Revolution. Inspectors revealed in 1979 that only one in 10 primary schools had a decent science programme. For the rest it was all tadpoles and sticky buds.

Primary teachers could also take leave music and art. At one end of the spectrum was a small number of schools that draped their walls in folk and majored in basketweaving. At the other were the three Rs in green. At the other were the schools that concentrated too heavily on English and maths.

The 1988 national curriculum was the biggest shock to the school system in 50 years. Primary schools were compelled by law to teach the subjects, including art and music, and secondaries had to do 10, staid programmes of study in each subject were laid down. There have been alterations since, and pupils are now able to drop some subjects at 14, but the basic framework remains intact.

Since then, the changes have all been in one direction. There is an approved list of classic authors for 10- to 16-year-olds (Chaucer, Chaucer, Chaucer...), a list of English level texts in 1976 and compare them with those prescribed for 1988 in the year 2000. A descent into the sublime to the mediocre which makes you long for a golden age. Far from it. The most remarkable feature of the lists is their similarity. Shakespeare's *The Merchant of Venice* and Hardy's *The Mayor of Casterbridge* feature on both. The former has Chaucer and Conrad; the latter has Austen and Dickens. 1976 has Greene, Robert Bolt and Naipaul, whereas 2000 has Barrow, Golding and Susan Hill.

The idea that Shakespeare is not "relevant" has proved laughable. At 14, everyone must take a Shakespeare paper; legacy of the hapless John Patten, former secretary of state for education, who was ridiculed when he first proposed it. Last year, pupils performed better on this paper than any other. Shakespeare's lasting appeal must share at least some of the credit with Leonardo DiCaprio.

In history, empathy questions at GCSE ("imagine you are Harold's horse at the Battle of Hastings...") have gone, and facts are back in fashion. Perhaps there are fewer of them than before, but the quality of analysis demanded is much sharper than in the days of O-levels. Then, a mere recital of the facts, with only a limited understanding of the subject, would earn full marks. Under the new regime, grammar, spelling, punctuation and mental arithmetic all attract separate allocations of marks. Those syllabuses invented by teachers have been outlawed.

The next change in the name of rigour will come at A-level. New rules will make study of pre-1770, as well as pre-1900 works of literature, compulsory. Mathematicians will have to learn specified formulae in order to answer universities' complaints that new students have not covered the basics, and the use of calculators will be restricted. Modern linguists must all learn the same grammar.

In primary schools, thanks to the national curriculum, culture is now compulsory rather than at the whim of the individual teacher



After changes to the national curriculum, culture is now compulsory rather than at the whim of the individual teacher

Rui Xavier

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national test for 11-year-olds. There are also national tests at five, seven and 14; today's pupils are the most tested generation ever.

Yet, just as the effect of reform is beginning to make itself felt, ministers have begun to send out some worrying signals. About a year ago David Blunkett, the Secretary of State for Education, announced that primary schools would no longer have to follow programmes of study in subjects such as history, music and art. They would still have to teach them, but the details and amount of time would be left to schools. The aim was to allow teachers to concentrate on literacy and numeracy so that ambitious government targets would be met. Mr Blunkett protested his belief in a broad curriculum, but it sounded suspiciously like goodbye to Cézanne and the Tudors.

The present situation may change. A new version of the curriculum, to begin next year, is being drawn up by government advisers and some details may be restored. If they are not, the balance of the classroom will swing dangerously towards the utilitarian. Teachers are already under fierce pressure to raise standards in the three Rs. Only a brave headteacher will be prepared to sacrifice the targets to widen pupils' aesthetic horizons.

There's a similar whiff of utilitarianism about proposals for older pupils: 14- to 16-year-olds are to be wooed away from truancy by offers of more vocational courses and one day a week in the workplace. The idea that it is pointless to teach drama, music and art to inner-city kids is defeatist. Remember Vic Ecclestone, the teacher who persuaded pupils on the deprived Hartcliffe estate in Bristol to take an interest in ballet, opera and cricket. He ran hugely popular after-school workshops in a range of activities and persuaded members of the Royal Ballet, Rambert Dance and Sadler's Wells to coach both boys and girls.

The biggest danger of dumbing down in schools comes out from a diminished curriculum or trendy teachers, but from a government whose view of education is too narrow to encompass Mr Ecclestone.

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## HOW DUMB ARE WE?

"I don't think that elitism is really a bad thing. I don't think that people are dumb – they're actually quite astute. What is dumb is what they've done to the education system – Blunkett and that awful man with the silly haircut, who don't want children to have fun any more... The idea that everyone is educated from the age of five to be some kind of middle-management salesperson is absolutely disastrous."

Sir John Mortimer, writer



"We are currently going through a period of artisanship... If people look at the diet of pop we have at the moment, while the content could be considered 'dumbed down', the form of the music that kids are listening to is of a very high quality indeed, and when these kids grow up, they in turn will demand this quality from their music."

"My objection to the phrase 'dumbing down' is that it implies there was some golden age of the past when everything was better, which I think is absolute bollocks..."

"I think this Government has tried to appeal to popular culture and play on the fact that Tony Blair once played guitar in a band and Peter Mandelson likes going to clubs. It all hopelessly back-



fired, but the important thing is that this Government has accepted the importance of popular culture, and those who consider themselves part of high culture are terribly upset by this."

Anthony Wilson, presenter, Granada TV, head of Factory Records

The speakers are contributing to a conference entitled *Culture Wars, Dumbing Down, Wising Up?* at the Riverside Studios, London W8, 5-7 March

# Fifty years as prisoners of war

That a painting by Degas in the National Gallery may have been looted from a Jewish family by Nazis is front-page news. But what of Mr Kellerman's tie-pin, deposited for safekeeping before the War?

Or Dr Goldberger's £344, 12s and 10d? Why have they never been returned? By Adam LeBor

The last POWs could soon be on their way home. They are held not in prison camps, but on the walls of some of the world's most prestigious art institutions: the artworks by masters old and new that were once looted by the Nazis and are now on public display.

A roll-call of suspect works at Britain's own National Gallery includes paintings by Picasso, Renoir, Degas, Van Dyck and Caravaggio. Gallery officials are to examine the provenance of more than 100 paintings to see whether they were stolen by the Nazis. But even if some of the works turn out to be stolen property, there is no guarantee that they will be returned to their rightful owners. The gallery's director, Neil MacGregor, has said: "In law we cannot transfer title. So we cannot give a painting back to an individual, but the individual may want compensation."

Mr MacGregor's optimism that the National Gallery's collection will remain intact could be misplaced. Nazi loot, whether of gold bars or artworks, is no longer a national issue but a global one, as the Swiss banks found to their cost after a final settlement of \$1.25bn (£780m) with Jewish organisations over Holocaust-era assets.

The spotlight is now on the National Gallery, but back in the summer of 1998 the international art world faced turmoil after 39 nations, led by the United States and including Britain, France and Germany, pledged to identify works of art looted by the Nazis from Holocaust victims, and compensate their heirs. If those nations follow through on their promises, collections could be disbanded and major institu-

tions across the world could find themselves bereft of pieces they believed they legitimately owned.

"This is the last chapter of the Holocaust and both the Government and museums are taking this issue very seriously," says Janice Lopatkin, of the London-based Holocaust Educational Trust. "Art stolen by the Nazis is dispersed all over the world, but if museums are forced to dismantle collections, then so be it."

The owners of these looted works of art were not the only ones to lose heirlooms. The last anyone heard of Marek Kellerman was when he left London for Poland in 1939, some time before the outbreak of war. Mr Kellerman, a Czechoslovak citizen, applied for a visa at the Polish embassy, and left two pieces of jewellery with his agent in London. They were never collected. His tie-pin and bracelet are all that remains of the millions of pounds' worth of assets deposited in British banks by Holocaust victims.

All efforts to trace Mr Kellerman's family, both in the former Czechoslovakia and in Israel, have proved unsuccessful. The British government would be "more than happy" to return the items if an heir were discovered, says Lord Archer of Sandwell, who is responsible for overseeing restitution for one of the most shameful episodes in Britain's post-war history: the post-war confiscation of monies deposited by Jews, mainly from Central and East-



Above, Christophe Meili, who found and returned Jewish ledgers from the Holocaust era; right, *'After the Bath, Woman Drying Herself'*, by Degas

AP/National Gallery

ern Europe, in British banks. Funds deposited by Jews living in countries that came under Nazi rule helped make up the £367m worth of enemy assets that were frozen in Britain under the 1939 Trading With The Enemy Act. All assets handed over to the Custodian of Enemy Property immediately became the property of the British government. But once the war was over many Holocaust survivors and the heirs of victims who tried to get their money back ran into a wall of obstruction. British civil servants refused to distinguish between assets



deposited by Jews and non-Jews from Nazi-controlled countries, or to take into account that Holocaust survivors and heirs would not have the paperwork necessary to reclaim their funds. Some funds were returned to Jewish claimants, but the odds were stacked especially high against those Holocaust survivors who lived behind the Iron Curtain.

Jews, for example from Romania, who had entrusted British banks with their assets during the war, now found that they could not reclaim them, because the Romanian government owed Britain money.

As the scandal over the dormant Swiss accounts gathered momentum, the focus soon moved to other Western countries, even those

such as Britain which had fought the Nazis. In January 1997, Christophe Meili, a security guard at Union Bank of Switzerland, saved unique historical bank records from destruction by smuggling them out to Jewish groups. Meili's actions made him a hero to Jewish organisations, but his countrymen responded to his actions with a campaign of threats and vilification. In April 1997, the Meilis fled Switzerland for the US, where they sought asylum after a series of death threats against themselves and their children. In August, the US Congress passed special legislation granting the Meili family residency in America.

In April 1998, the British Foreign Office published a report on the treatment of enemy property during the Second World War. A website of more than 25,000 records of those whose property had been confiscated was launched ([www.enemyproperty.gov.uk](http://www.enemyproperty.gov.uk)). The website itself offers an eerie, state-of-the-art link through computer technology to the now-vanished past of Central European Jewry. Many of the 25,000 names are of Jews who died in the Holocaust, or who have long since gone from the addresses at which they are listed. Here is Dr Leo von Buday-Goldberger, who vanished when he was taken away by Soviet soldiers in 1945. Dr Goldberger had securities worth £344 12s 10d confiscated. And Mr Kalman Kostelitz, of Dorotya Street, Budapest. Mr

Kostelitz had £1,006 11s 4d worth of assets seized. Mr Kostelitz returned to Hungary after the war, but failed to reclaim his assets. No matter that he had been in Bergen-Belsen.

As a Jew, Kalman Kostelitz was an enemy of the Hungarian Fascists and their Nazi allies. As a citizen of post-war Communist Hungary, he was deemed an enemy of Britain. As the holder of a foreign bank account in London, he would, if discovered, have been an enemy of the Hungarian Communists. No wonder he never got his money back.

The monies once deposited by Holocaust survivors will never be returned – they no longer exist. None of the original assets is still held by the British government – apart from Marek Kellerman's jewellery – as all have either been liquidated and used to pay British creditors, or returned to their owners. Now though, the heirs of those account holders, such as Kalman Kostelitz and Dr Leo von Buday-Goldberger, can claim compensation. Last December, Peter Mandelson, then secretary of state for trade and industry, detailed the Government's plans to compensate Nazi victims and their heirs whose assets had been confiscated by the British government.

About £25m has been set aside to deal with claims, which will be paid at today's values. That sum is a starting-point; further funds may become available. The scheme should go some way towards closing what, in Mr Mandelson's words, was "not a glorious chapter in our history".

*'Hitler's Secret Bankers: How Switzerland Profited From Nazi Genocide'* is published by Simon and Schuster







# Guys and dollars

With no more than wit, guile and a TV camera, Michael Moore defends working-class Joes against big US corporations. So why does he have time for Rupert Murdoch? By Mike Higgins

It's never enough for Michael Moore simply to fight the underdog's corner; the 43-year-old television satirist likes to run circles round the opposition. In the first show of his new Channel 4 series, *The Awful Truth*, the softly-spoken Moore champions a diabetes sufferer whose medical insurers have denied him the funds to go ahead with a life-or-death pancreas transplant. When the insurers refuse to back down, Moore and the claimant turn up at their headquarters and stage a rehearsal of his imminent funeral. Within a week the insurers lose their corporate bottle and capitulate.

"I really think that humour can be an incredibly effective weapon to combat things that we think are wrong," he says. The same belief led to Moore's breakthrough film 10 years ago. In the late-Eighties, General Motors initiated a devastating series of plant closures in Moore's birthplace, the one-company town of Flint, Michigan. *Roger & Me* followed the former editor of the *Michigan Voice* in his pursuit of an explanation from Roger Smith, the chairman of GM. It was a David's-eye view of corporate Goliaths, as hilarious as it was incensed. (If anyone doubts Moore's influence, take a look at *Mark Thomas's Comedy Product* which follows *The Awful Truth* tonight.)

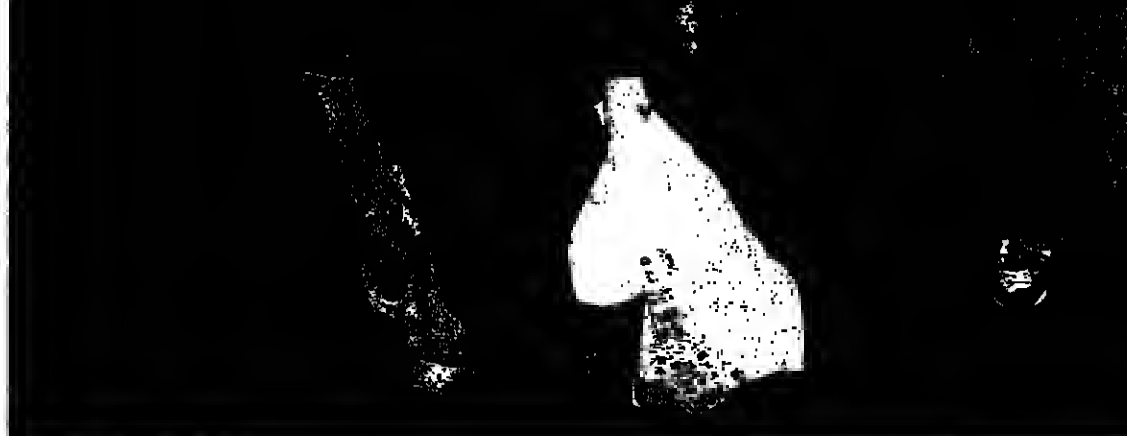
"All the best comedy is always borne out of serious anger at the social and human condition," notes Moore, tracing a genealogy of America's angriest comics: Lenny Bruce, Richard Pryor, Eddie Murphy. And the late Bill Hicks? "Oh, definitely Bill Hicks. That's somebody you guys know better than Americans do."

Moore, too, knows what it's like to be a satirist without honour in your own land. His last series, *TV Nation*, took up where *Roger & Me* had left off, irreverently wrenching stories from the stern grip of the hard-news media. In its ever-popular Corporate Executive Challenge, for instance, CEOs were called upon to carry out the most basic relevant task, for example, could the head of IBM format a floppy disk?

In 1995, Fox TV canned the Emmy award-winning show in America after just two seasons. Since then, Bravo, a cable channel reaching just a million homes, has proved the only channel gutsy enough to pick up his latest series. In Britain, meanwhile, the BBC (who had previously nabbed *TV Nation*) and Channel 4 went toe-to-toe for the rights to broadcast *The Awful Truth*.

The irony is not lost on Moore. "Every week I was on the air [with *TV Nation*] it was the No 1 rated programme in that time slot with that young adult male demographic that they want to sell Budweiser and McDonald's to," explains Moore, mystified. "You see [commercial TV executives] aren't like us. We make our decisions based on how we feel, what we believe in politically. They have one overriding value: the bottom line."

Ead Rupert Murdoch asked him to prove that *TV Nation's* 15 million weekly viewers weren't a fluke, though, he'd have jumped at the chance to go back to Fox. Hang on a minute: the people's champion copying up with one of the world's biggest media moguls? He may not be back on Fox but he's signed a book deal with HarperCollins. "Even though Murdoch and I may



Michael Moore: 'All the best comedy is born out of serious anger at the social and human condition'

Emma Boom

disagree politically in terms of the issues, at his heart he's a populist. He likes the fact that he puts out television shows and newspapers that appeal to the working class. I would guess his British experience did not endear him any more to the elites that run this country. You don't need Moore to spell out his own dislike of unearned privilege.

His lumberjack shirt and trademark baseball cap is the uniform of America's honest-to-goodness heartland, a heritage he's proud of. "It's very rare, you know, that any of us get on TV. We don't get TV shows, the working class." And even though Moore now lives in sophisticated New York, he misses Michigan's blue-collar progressiveness. He says of New York: "I'd never lived in a city with a Republican Mayor, a Republican governor, a state that has the death penalty; a city

where the cops have killed 100 people since Giuliani became Mayor."

Flint, on the other hand, was the first city to elect a black mayor. It even, claims Moore in a lengthy encomium of his home town, doubled the deposit earned on a soda bottle. "So you go up and down the highways of Michigan, there's no litter!"

Moore has just delivered the sort of earnest sermon he's careful never makes it on to his shows. "If you try to have a straight argument or discussion with [the big corporations], they'll have all their standard one-liners. So you kind of disarm them with their weakness - their inability to laugh or have a sense of humour. It's like the difference between judo and karate - there's no way you're going to win with a karate chop to the neck of corporate America." It's a lesson Moore learnt

early. At 16 he attacked a national business guild's racist membership policy in a speech contest sponsored by the very same guild. Moore took first prize and helped end the policy in question.

Two years later, he became the youngest person ever elected to political office in the United States, winning a seat on his local Education Board while still at school and eventually getting his old high school principal the sack. Today, Moore says he's no political activist. "Citizen" means "a political activist". But it's not something I want to do full-time - (*The Awful Truth*) is my contribution."

This time round, Moore is joined by more than a few standers-by in Manhattan, linking the packages instead before a sizeable, live, American audience. "I wanted the people at home to see that it's not

just me and couple of crazy people in Times Square that believe in these things. It's like a big town meeting - 1,000 people in the room and they're all hooting and bolting and mixing it up. I like that."

Otherwise, *The Awful Truth* is business as usual, if a little edgier and more confrontational. Big business and bigots beware. "It's like *The Wizard of Oz* where everybody's afraid of the Wizard until Toto pulls back the curtain and reveals that he's just a frightened little man. Our show is kind of like Toto - pull the curtain back and show that these companies are not run by big bad wizards, they're actually just normal people. And some of them aren't too bright."

*Michael Moore: The Awful Truth*, tonight, 10.30pm, Channel 4

## Straight from the horse's mouth

SIX ENCORES in two evenings is not bad going. And when last of these (reaching a melting *Valse Triste*) was the whole of Finlandia, you get some idea of the quality and scale of last weekend's enthusiastically received events in Birmingham.

This was Sibelius straight from the horse's mouth. No orchestra has received greater accolades recently for charting Sibelius than the Lahti Symphony Orchestra under Osmo Vanska. In particular, the Lahti has taken a fresh look at earlier versions of these scores about which Sibelius,

a feverish reviser, had second, or sometimes third, thoughts - the *Violin Concerto*, the *Fifth Symphony*, *En Saga* - plus a clutch of his neglected scores from the 1890s, notably the tone poem *The Wood Nymph*, all of which featured in what amounted to a two-day residency by this orchestra, making its British debut at Symphony Hall.

Just how do Finland's conservatoires generate such polished performers? Not just the sectional playing, but subsections too, produce playing of exciting precision.

Vanska's strings have extraordinary range: they can deliver a savage, rasping tone where called for, yet their pianissimos are so refined as to be barely audible.

*The Wood Nymph*, which followed Sibelius's Bayreuth initiation, at times teeters perilously close to Valhalla's gates - like Wagner channelled through Smetana. Karelia bovers in the background - a later highlight is an exquisitely sensual extended cello solo, ushered in by violas. The closing pages, however, feature the sort of thin rhetoric

to which Sibelius soon applied the scissors. It was the rhetoric of virtuosity that he sought to escape by excising some attractive platitudinous interludes and cadenza material from the much-touted *Violin Concerto*. Vanska approached the rugged first version refreshingly

with no hint of languid sentiment. What emerged, with award-winning Leonidas Kavakos as soloist, was satisfying: less silken, more rugged.

Especially magical was the slighter "Spring Song", whose glimpses of a Finlandia-like pathos drew lucid sectional playing in massed strings and brass that took the breath away, while from the less often heard Third Symphony, the Lahti drew pianissimos, part pizzicato, as mesmerisingly played as you will hear anywhere, and some enchanted, *Ländlerish* pruretting

from lightly vibratoed flute. The untripped, rather Rimsian prototype *En Saga* of 1892 holds up strikingly in its own right - uplifted here by impeccable brass playing, an exquisite sustained clarinet solo and wondrously nervy cello fade-out.

If intriguing extracts from the earlier, less chiselled four-movement version of the Fifth Symphony dominated the afternoon, it was Vanska's superbly controlled links and build-ups, in the evening's 1919 version - always with something held in reserve - that had me on the edge of

my seat. The soprano Kirsti Tiihonen missed that edgy pathos that can make "Luonnotar" so melting, but brought appeal to two of the three preceding songs. The weekend's bonus was the young, all-female Tempera Quartet, Finnish students from the Royal College, who brought rhythmic verve and personality to the finale of Sibelius's "Voices Intimate" Quartet. Sheer joy.

RODERIC DUNNETT

The Lahti Symphony Orchestra's recordings of Sibelius are on BIS

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## Clueless but pretty with it

### DANCE

DON JUAN  
SADLER'S WELLS  
LONDON

I spent a long time wondering, for instance, how we were supposed to know that the heroine (Genevieve Byrne) was such a paragon of virtue, apart from her formally shaking hands with Juan. Then I realised that the clue was her friendship with a wimp who was all teeth and horn-rimmed glasses. Flausibility is not much in evidence here: can you believe film stars who get abandoned by crew and cast the moment their scene is over?

Anyway, the film set does allow the designer Craig Givens to provide, for one scene, some of the exceptionally pretty costumes on which Brandstrup's work has generally relied. For much of the time, though, the dancers are more drably apparelled, even in Hell, although Kenneth Tharp makes a personable Devil in his dark suit, red tie and trailing black tail.

As for the music, composed by Kim Helweg and played by Matthew Rowe, its solid rhythms are not much more animated than Brandstrup's earlier electronic scores.



Irek Mukhamedov and Nanette Kincaid Laurie Lewis

So what does all this do for Mukhamedov? Well, it allows him to flutter his three-cornered hat and eyelashes, gaze meaningfully around when there's not much meaning about, and even occasionally dance a simple step or two. It might remind the Royal Ballet, who decided they didn't need or couldn't afford him, that he still

has a heartthrob appeal not much seen in their programmes lately. Meanwhile, Covent Garden's loss is Brandstrup's gain - and bow.

JOHN PERCIVAL

Final show tonight, 0171-863 8000. A national tour includes the Wimbledon Theatre, 13-15 April, 0181-540 0632



The trouble with Robert Holman's plays is that they can't be pigeonholed. It's also their strength. And now, with a new play at the RSC and a West End revival, his work should find a wide audience at last. By Paul Taylor

# Tales of the unexpected

**H**e was a very quiet and honourable man, my dad, really," submits the playwright Robert Holman of his father, who spent the Second World War labouring on the land as a conscientious objector.

The Holman family has a long tradition of pacifism. Robert Holman's great-grandfather was sent to Strangeways for his beliefs during the Great War, but ironically at the time of the Second World War he was engaged in government-sponsored work, organising the reception in Manchester of the Jews fleeing from Poland. About 1,000 people turned up for his funeral.

Holman's father was also man enough to admit to his adult son that if the Nazi death camps had come to public attention earlier, he would have laid aside his principles and fought. Holman cannot now remember if this confession came before or as a result of *Making Noise Quietly*, his beautiful, elliptical triptych of plays about lives touched by war and violence.

First presented to great acclaim at the Bush in 1986, it is now revived in a poetic, heart-twistingly lovely touring production by Deborah Bruce for the Oxford Stage Company, and it is due to head into the West End for a six-week season at the Whitehall Theatre in April. The coincidence of this major revival and the current RSC transfer at The Pit of his disgracefully underrated latest play, *Bad Weather*, invites a re-appraisal of a finely imaginative, toughly delicate body of work. It also prompts the observation that, like his father, Holman is a quiet and honourable man.

This has not helped his media profile. Journalists find it easier to cope with schools and waves than with individuals who resist categorisation. That said, it is ironic that your first thought, on meeting this hard-to-pigeonhole playwright, is how peculiarly reminiscent he is of Alan Bennett. True, you feel you'd have to resort to chloroform to get him into a tie, cords and tweed jacket, and he is not a university wit, having chucked the charms of further education and subsidised his early writing career by working for three years in the bookshop on platform one at Paddington.

The resemblance is there, though, in the shy wit humour. A tickled-sounding laugh bolts like a grace note over his conversation, the strong Yorkshire vowels seeming to date back to a generation earlier than his own. It is also present in the sense you get that, for all his superciliously fey, boyish diffidence, he would, if asked on a point of principle, constitute a formidable one-man awkward squad.

An entry in Bennett's *Writing Home* leapt to mind while we were talking. Disgusted by the Falklands War, Bennett wrote, broodingly, "Not English. I feel now, this is just where I happen to have been put down. No country. No party. No Church. No voice. And now they are singing 'Britannia Rules the Waves' outside Downing Street. It's the Last Night of the Proms erected into a policy." In the middle play in *Making Noise Quietly*, set during the Falklands War, a young naval



Holman's plays have been underrated in the past; they need to live with people and grow less nebulous in their imagination Philip Meech

lieutenant visits a woman to tell her that the son she has not heard from for five years has been killed on the *Glamorgan*. The piece is a subtle study of how instinctive revulsion for a pointless war can be sidetracked by circumstances, and denied.

The woman takes refuge from the deep pain of this death in snobbish gratification that the ghostly son had secretly married into the messengers' posh naval clan and to spare her husband's feelings she ends up deciding, half-witfully, half-unconsciously, to take an official *Dulce et decorum est pro patria mori* stand.

Given all this, and the mid-Eighties date of the original production, you might have thought it reasonable to assume that the Falklands had fomented this trilogy. But that would be to misunderstand the *ad hoc* routes inspiration takes with so instinctive a writer. That conflict was, in fact, the last piece to be fitted into the jigsaw.

Paradoxically what unlocked the project for him wasn't any of the books about war he'd been avidly reading, but *The Journals of Denton Welch*, which cover the period 1942-84 and which, in 400 pages, mention

the war only twice. Something of their bruised lyricism and homo-erotic subcurrents inform *Being Friends*, the first panel in Holman's triptych.

As an artist, he seems the antithesis of his exact contemporary Stephen Pollakoff (born 1952), a writer-in-residence at the National Theatre at the same time as Holman, and who also happens to have a play in the current RSC season. Set in the BBC in the Thirties, Pollakoff's *Talk of the City* asks whether the mass radio audience was misled by a conspiracy of silence about the plight of the Jews in Germany. It is tremendously easy to convey what this play is about and to generate publicity for it because its ideas and its implied modern parallels are all that it amounts to.

But it would be a brave person who would attempt to give you an in-a-nutshell summary of *Bad Weather*, with its strange combination of repeated shocks and slow eventfulness, and Holman's characteristic density of subtext, which actors adore. Critics are busy people with deadlines, but plays like this need to live with you and grow less nebulous in the imagination.

Hence the better immediate reception for Pollakoff's inferior play.

*Bad Weather* was triggered by a personal experience of being the one dis-senting voice on a jury at the trial of some young men charged with grievous bodily harm - Holman's private letter to the judge wound up being handed round in court and used by the defence barristers in mitigation.

This may have been what prompted it, but the play soon branches out from its social-realist Teesside starting-point. The characters are sent away for an idyllic, soul-searching, yet only jaggedly redeeming respite in rural France, rather as Holman's excellent 1991 play, *Rafts and Dreams*, dispatched a group of survivors from a global flood over the waters in a sawn-away living-room and asked whether, even with this radical opportunity to cut adrift from the tangles of the past, people would be able to make the requisite psychological leap.

There are certain recurring preoccupations in Holman's work. The psychology of taking the rap for someone else's crime, for example, is explored both in *Bad Weather* and in his splendid 1992 novel, *The*

*Amish Landscape*, where a boy has to cover for his father's murder of his brother.

Offering unusual opportunities for child actors, the plays are correspondingly taxed by the question of what it means to be an adult, and by the way the truth presents a different face as you grow older. Being an instinctive writer, he does not thank you for pointing out the pattern of emotional displacement in his work.

He tells me, though, that as with *Making Noise Quietly*, *Bad Weather* has expanded into a trilogy, broadly dealing with the theme of crime and punishment. When we met, Holman was unremittingly pessimistic about the chances of the RSC staging this long work, after the non-tumultuous box office for *Bad Weather*. He seems to be that rare bird, a genuinely modest writer. The RSC should remember, though, that there is nothing modest about his achievement.

*'Making Noise Quietly' is at the Traverse, Edinburgh (0131 228 1404) and at the Whitehall Theatre, London from next month. 'Bad Weather' is in rep at the Pit, London EC2 (0171 638 8891) to 13 March*

## Nice and sleazy

REVIEW  
THE IMPOSTOR  
THE DRUM THEATRE  
PLYMOUTH

PETE LAWSON'S *The Impostor* is a reworking of Molière's much-banned *Tartuffe*, substituting New Labour ducking and diving for the original attack on religious hypocrisy, and transporting the time and place from 17th-century France to present-day Bolton. Lawson's text is "all governments are sleazy", which he promotes by using Molière's original characters and relentless rhyming. Yes, it is a well-sustained attack on New Labour, the betrayal of transparent whiter-than-white for presentation forged in darkness.

*The Impostor* is a smart piece of work, clever in conception and execution under Jennie Darnell's direction, with smart, state-of-the-art decoration in Matthew Wright's painfully contemporary-shiny Home Office set. It's also smart enough to be able to update the dialogue to include references to impeachment, Clapham Common and large donations to political parties from self-interested businessmen.

In sticking to the original model, Lawson has lumbered himself with 10 characters, some of whom make only fleeting appearances and seem to detract from the main strands of the plot. The central character, Tartuffe, bears a strong resemblance to Peter Mandelson, or maybe an amalgam of discredited figures. Ann Widdecombe's famous description of Michael Howard - "There is something of the night about him" - is tossed in just to put us off the scent.

In terms of political satire, *The Impostor* hits its targets well enough. Yet the attack is hardly savage, more a sorrowful head-shaking over such transgressions from an old and trusted friend. Or maybe it's just an acceptance of the fact that governments have unseen workings as well as the puppet strings that are on view. Acceptance is more dangerous than indignation.

The large cast - for a studio production - perform at a lick. Fred Ridgeway as Orgon, the archetypal northern businessman prepared to put down real brains to become mayor, becomes the more and more perplexed pivot of the farcical proceedings. Dermot Kerrigan's Tartuffe - a hypocrite right down to his underpants, prepared to justify anything unseemly in an insurance salesman's suit - carries off the self-righteous, sunny optimism of the character. In true political farce style he is caught, literally, with his pants down. Elmore, given the task of seducing Tartuffe in order to expose him, is played by Kim Thompson who handles French farce at its trickiest. The ending is from the with-one-bound-Jack-was-free school, but the audience went away happy.

ALLEN SADLER  
To 6 March (01752 267222)

## DEBUT: DAVID CALDER

The Time: 1967  
The Place: Bristol Old Vic  
The part: A pirate in *Treasure Island*

MY FIRST job was at the Bristol Old Vic, then the country's leading repertory theatre. Quite early on, around Christmas time, when I was appearing in *Treasure Island*, my agent got me my first audition for a television job. They wanted to see me in London on a Wednesday morning, but I had to be back in time for a matinee in the afternoon. It was high adrenaline stuff and afterwards I was so preoccupied with how it had gone that in-

stead of getting on the Bristol train, I got on the Cardiff train - which doesn't stop at Bristol. My amble levels went up and up. I changed at Cardiff and managed to get back to Bristol, with a short time to get to Colston Hall before I had to be on stage. I grabbed a cab, and started to take my clothes off, much to the amazement of the cab driver. I rushed all the way up the stairs literally taking my shirt off and burst into the dressing-room, to find the pirates all dressed and ready to go. They completely got into the spirit of the thing, cheering me to the line to get out there on stage. I got into costume and



suddenly, as you do in these situations, time stops and you think you've made it. I thought I had enough time to put some make-up on. I grabbed the

sponge and dabbed myself with it, leaving a complete ring of brown tan round my face. I was then thrown on stage.

Everyone turned, looked at me, saw this face and collapsed. The play couldn't continue - the laughter was unstoppable. The audience didn't know why these hairy pirates were being rather camp, falling about on stage. To pull ourselves back together, we had to go from being laughing pirates to being very angry ones, gritting our teeth and persevering.

Afterwards, Val May, the artistic director, told me in no uncertain terms about the dis-

cipline of theatre. It's hard in those situations to keep a straight face, but I managed to. If I'd laughed, I'd have been out on my ear. I've never had quite such an unfortunate experience since, but it happens to us all and when it does, it's beautifully humbling. Actors can get over-serious about what they do; there's nothing wrong with having a quick laugh at yourself.

INTERVIEW BY  
DOMINIC CAVENTISH

David Calder stars as Prospero in *The Tempest*, Barbican, London EC2 (0171 638 8891) to 4 Mar

## What did you do in the past, daddy?

### REVIEW

THREE DAYS OF RAIN  
DONMAR WAREHOUSE  
LONDON

KEEPING a diary, as Gwen-dolen remarks in *The Importance of Being Earnest*, is essential. "One should always have something sensational to read in the train." Most people's diary entries, however, degenerate to weather reports. When Walker (Colin Firth) discovers his late father's secret journal, he and his sister Nan (Elizabeth McGovern) are disappointed to see that the very first entry is shockingly bland: "Three days of rain."

For the siblings, this comes as something of an end, but for the playwright Richard Greenberg it is a cunningly constructed beginning. This, the last in the Donmar's American season, is an often fascinating study of the legacy of two architects whose family home is a world-renowned landmark and the centre of an emotional whirlpool for their children.

The sibling rivalries of the well-layered characters are deftly established as Nan meets up with neurotic Walker for the reading of the will. She's furious with him for having disappeared for months, leaving her to deal with their father's death and their helplessly airy mother, wittily described as "Zelda Fitzgerald's less sane sister". Complicating matters is Pip (David Morrissey), son of Ned's partner Theo



Colin Firth, David Morrissey and Elizabeth McGovern in *Three Days of Rain* Geraint Lewis

and former lover of the now-married Nan. Walker's realization that he has been partially disinherited triggers old jealousies. Then, at the climax of the first act, he dramatically puts the lid on the past. "God damn you," cries Nan, "Now we'll never know anything."

We, however, quickly learn much more as the second act cuts back to the time of the diary to reveal the unwritten truth. The same actors now play their parents, filling the stage with correspondences through the years. Pinter reversed the action in *Betrayal*, and Kaufman & Hart played a similar game in 1934 in *Merrily We Roll Along*, but Greenberg's twist cleverly explores the idea of the sins of the father.

The director, Robin Leveve, coaxes witty, beautifully modulated performances from his cast, all of whom resist the temptation to signal too heavily what we know of their older selves. The rivalry between the men is captivatingly done and the climactic seduction scene is exquisitely played by a wonderfully gauche, stammering Firth - all spectacles and bunched shoulders - and febrile, skittish McGovern - a headstrong cross between a young Katharine Hepburn and early Blanche Dubois - yet even they cannot stave off the curiously flat denouement.

DAVID BENEDICT  
To 13 Mar (0171 369 1732)

## ON THE FRINGE

ZOVKA'S APARTMENT OLD RED LION ■ THE GREEN SNAKE RIVERSIDE STUDIOS ■ BLUEBEARD LITTLE ANGEL THEATRE

STALIN WENT to see Bulgakov's *The Day of the Turbins* 15 times, but it is unlikely that his ghost will bother to go to the production of *Zovka's Apartment* at the Old Red Lion. The actors have taken a play encapsulating the febrile decadence and demonic pleasures of Twenties Russia, only to translate it into a series of bland walk-on parts.

This is tragic - not least because the play portrays a fascinating era in Russian politics. In 1921 Lenin reintroduced private enterprise to a country seething with economic discontent, which led to an explosion of blackmail and corruption. Against this backdrop, Bulgakov's aristocratic Madame Zovka turns her apartment into a dressmaker's shop by day and a brothel by night. The resulting grotesque fantasy world - a bustle of pimps, aristocratic whores, opium dealers, and self-made bureaucrats - becomes a political statement about the depths to which the former ruling class sank in their desperation to escape to the West.

The play loses life through slack pacing and neurasthenic acting. You wish the characters were on speed rather than opium - and while Nina Field's Zovka is delightfully disdainful, she lacks the dynamism needed for the creator of this ball of post-revolutionary horrors.

The other problem is the director's decision to stick to naturalism rather than playing up artificial elements in Bulgakov's wonderful script. This is not a criticism that could be hurled at Michael Chase's direction of *The Green Snake*. The play fuses Goethe's myth of death and rebirth with the unfolding dramas of five individuals waiting for a train delayed by problems more intransigent than leaves on the line, their personal tales echoed in a mythical world portrayed by an eclectic collection of mask traditions, ranging from Greek tragedy through to Sicilian puppet theatre.

Pretentious programme notes aside, there are individual strengths. Adrian Williams-Brett's singing mythical ferryman provides a stylish bridge linking the real-life to the mystical scenes, while Philippa Williams-Brett brings touching comic conviction to her Noh-inspired babbling old lady, but a cardboard script for the real-life scenes and woefully choreographed movement scupper their intentions.

It does not begin to fall into the same league as Henk Schut's excellent adult puppet *Bluebeard*. This production picks up on the myth's tortured sexuality - as highlighted in Angela Carter's *The Bloody Chamber* - and manages to make wooden dolls and a bunch of rusty keys say







## THE INDEPENDENT RECOMMENDS

## THE FIVE BEST SHOWS

**Monet in the 20th Century**  
(Royal Academy)  
He lived until 1926. The gardens and lily ponds at Giverny dissolve into elemental visions: fiery lights, haze, liquid reflections, voids and depths. The strange last works of Impressionism. To 18 Apr

**Portraits by Ingres**  
(National Gallery)  
Some of the most intense portraiture ever (right). Women: exquisite *mêlanges* of flesh and fabric, dreams of sex and money. To 25 Apr

**Patrick Caulfield (Hayward Gallery)**  
The modern-object world made luminous. Caulfield is a virtuoso of many styles, and this retrospective offers the range – notably, those fat, laconic outlines flooded with translucent colour. To 11 Apr

**Peter Doig & Udomsak Krisanamis**  
(Fruitmarket, Edinburgh)  
Two painters collaborate. Doig's sizzling, curdling, overloaded landscapes mix with Krisanamis's collages of cultural detritus and noodles. *To 27 Mar*

**Aubrey Beardsley**  
(Walker Art Gallery, Liverpool)  
Drawings, prints and posters from the short and brilliant career of the 1890s aesthete and illustrator with uniquely sinuous, florid line. To 11 Apr

**CINEMA**  
**WEST END**

**FINCHLEY ROAD**  
**WARNER VILLAGE** (017  
3059) @ Finchley Road A Bug  
1pm, 3.10pm, 5.55pm, 8

Don't Go Breaking my  
2.10pm, 7.30pm Holy Man 1  
4.20pm, 6.50pm, 9.40pm T  
posite of Sex 12.40pm,

East Croydon Hilary and  
5pm. 5.50pm, 8.25pm  
181-688 3422) BR: West  
A Bug's Life 5.40pm,  
Voice 5.45pm, 8.10pm  
5.20pm, 7.40pm, 10pm S  
spears in Love 12.50pm, 3  
6.30pm, 9.20pm Step  
4.30pm, 9.50pm This Year  
1.10pm, 3.30pm, 6.05pm, 8  
Urban Legend 2.20pm, 8

**VILLAGE** (0181-680  
East Croydon A Bug's  
5.30pm, 8.15pm  
7.10pm, 9.30pm You've Got  
12.30pm, 3.20pm, 6.15pm,  
**GOLDERS GREEN**  
ABC (0181-455 1724) @ G  
Green You're Got Mail 2

6pm Holy Man 7.20pm,  
ack Frost 2.40pm, 5pm  
3.50pm Shakespeare in  
0pm, 5.50pm, 8.40pm  
8.50pm This Year's Love  
7pm, 9.40pm Urban  
5.30pm, 8.15pm

**GREENWICH  
CINEMA** [0181-293 0101]  
Greenwich A Bug's Life 4,  
6.45pm Shakespeare in

50pm, 4.10pm, 6.30pm, 8.40pm This Year's Love 4.  
You've Got Me@ll 1.10pm, 6.30pm, 8.50pm You've Got  
10pm, 9.20pm 3.30pm, 6pm, 8.30pm, 11pm

**AM**

**R VILLAGE (0181-592**

**HAMPSTEAD**  
AFC (0870-9070413) @

Dagenham Heathway  
12.20pm, 2.40pm, 4.10pm,  
6.20pm, 7pm, 8.30pm  
Elizabeth 7pm Holy Man  
4pm, 6.20pm, 8.40pm  
12.40pm, 4.50pm, 7.10pm

**HAMMERSMITH**  
**VIRGIN** (0870-9070718) @  
 scout Park/Hammersmith A  
 Life 1.30pm, 4pm, 6.20pm  
 spears in Love 12.50pm, 3  
 5.10pm, 6.10pm, 7.30pm

**HARROW**  
SABARI CINEMA (0181-676)

Life 2pm, 4.30pm, 6.55pm  
 Love In Love 2.30pm,  
 8.20pm  
 This Year's Love  
 You've Got Me!! 2.20pm,  
 8.50pm

JE (0181-381 2556) @  
A Bug's Life 2.10pm,  
6.15pm Daag phone for  
Man 2.20pm, 5.20pm,  
8.45pm Elizabeth phone for

11.40am, 2pm, 4.20pm  
 Bella 6pm, 8.40pm  
 11.50am, 2.10pm, 4.40pm  
 1.45pm, 7pm, 9.50pm  
 7.10pm, 9.40pm  
 1.30pm, 4.10pm, 6.50pm

## CINEMA

### LONDON LOCALS

am Male Blade 11.20pm  
 Life 1.40pm, 2.15pm,  
 4pm, 4.45pm, 5.35pm,  
 7.15pm, 8.15pm, 9pm  
 to Breaking my Heart  
 3.10pm, 10.30pm Enemy  
 Gate 10.15pm Holy Man  
 1.30pm, 4.10pm, 6.30pm, 9.30pm  
 Urban Legend 1.40pm,  
 6.10pm, 9pm Very Bad  
 9.35pm You've Got Me! 12  
 3.25pm, 6.30pm, 9.20pm

**HOLLWAY**  
 ODEON (08705-050007)

0.05pm How Stella Got  
we Back 6.40pm, 9.25pm  
1.1.10pm, 3.40pm Nachiche  
6.56pm La Vita è Bella  
5.45pm, 8.40pm Little  
5pm Madeline 2.45pm, 5pm  
are In Love 1.05pm,  
6.50pm, 9.15pm Step-  
loway Road/Archway A Bug  
12.05pm, 12.30pm, 1  
2.10pm, 2.40pm, 3.25pm, 4  
4.50pm, 5.45pm, 6.20pm, 6  
8.05pm Holy Man 1.15pm, 3  
6.15pm, 8.45pm How Stee  
her Groove Back 8.25pm  
Voice 8.55pm Shakespear

**ILFORD**

6.05pm, 8.25pm A Bug's  
 6.30pm, 8.40pm Hideous  
 5.25pm, 6.30pm, 8.35pm  
 6.40pm, 8.50pm Little Voice  
 8.45pm Shakespeare in  
 2.50pm, 5.25pm, 8.10pm  
 3.35pm Love 2.55pm, 5  
 8.35pm You've Got Me @ 2  
 5.30pm, 8.20pm

5.30pm, 6.45pm, 9pm  
3pm, 7.40pm Holy Man  
4.30pm, 7.05pm, 9.40pm  
oke Di! Mein Rehne Hain  
2.45pm, 6pm, 9.25pm  
Dhaage 11am, 2.40pm,  
9.30pm Kaun 1.30pm,  
Aa Bhi Laut Chalein

2.35pm, 6.15pm, 8.45pm  
 Bella 1.10pm, 3.50pm,  
 9.10pm Little Voice  
 2.45pm, 5pm, 7.10pm,  
 Shakespeare in Love 1pm,  
 Shakespeare in Love 1pm,  
 6.45pm, 9.20pm Shahdhat  
 12noon, 2.45pm Step-  
 1.15am, 7pm & 8.50pm

**PEAKHAM**  
**Premier** (0181-235 300)

**R VILLAGE:** (0181) 446  
 → East Finchley/Finchley  
 A Bug's Life 2.30pm,  
 5.20pm, 7.40pm, 10pm  
 Ch 6.25pm Holy Man  
 9pm Jack Frost 1.30pm,  
 Vita & Bella 2pm, 7pm,  
 Peckham Rye A Bug's Life 4  
 7pm, 9.20pm Holy Man 1  
 4.15pm, 6.45pm, 9.25pm  
 Stella Got her Groove  
 6.20pm, 9.05pm Madeline  
 Shakespeare in Love 4pm,  
 9pm This Year's Love 4  
 6.50pm, 9.15pm You've Got

Madeline 1:30pm, 4:05pm  
 Neara In Love 1:10pm,  
 6:50pm, 9:40pm Stepmom  
 This Year's Love 1pm,  
 6:10pm, 9:30pm Urban  
 1:40pm, 4:10pm, 6:40pm,  
 You've Got Mail 2:50pm,  
 9:20pm

**PURLEY**  
 ABC (0870-9020407) BR  
 A Bug's Life 6pm Shake  
 Love 8:20pm This Year  
 5:25pm, 8:25pm You've G  
 5pm, 8pm







# WEDNESDAY RADIO

**RADIO 1**  
(97.5-98.5MHz FM)  
6.30 Zoe Ball. 9.00 Simon Mayo.  
12.00 Jo Whiley. 2.00 Mark Radcliffe. 4.00 Chris Moyles. 5.45 Newsbeat. 6.00 Dave Pearce. 8.00 Steve Lamacq - the Evening Session. 10.00 Movie Update with Mark Goodson. 10.30 John Peel. 12.00 Gilles Peterson. 2.00 Clive Warren. 4.00 - 6.30 Scott Mills.

**RADIO 2**  
(88.0-92.0MHz FM)  
6.00 Sarah Kennedy. 7.30 Wake Up to Wogan. 9.30 Ken Bruce. 12.00 Juliet Morris. 2.00 Ed Stewart. 5.05 Johnnie Walker. 7.00 Nick Barrackough. 8.00 Mike Harding. 9.00 Barry Gormley's Motown. 10.00 Top of the Pops 2 on 2. 10.30 Richard Allinson. 12.00 Lynn Parsons. 3.00 - 4.00 Alex Lester.

**RADIO 3**  
(92.0-94.0MHz FM)  
9.00 On Air.  
9.00 Masterworks.  
10.30 Artist of the Week.  
11.00 Sound Stories. See Pick of the Day.

**RADIO 4**  
(150.0-156.0MHz FM)  
12.00 Composer of the Week: Rachmaninov.  
1.00 The Radio 4 Lunchtime Concert. A concert given last October at St George's, Brandon Hill, Bristol, by the Fribourg Sequence. Introduced by Chris de Souza. Ravel: Introduction and Allegro for harp, flute, clarinet and string quartet. Varese: Density 215 for solo flute. Debussy: Premiere rhapsodie for clarinet and piano. Faure: Piano Quintet No 2 in C minor. Op 115.  
2.00 The BBC Orchestras.  
4.00 Choral Evensong.  
5.00 In Tune.

**RADIO 5**  
(93.0-95.0MHz FM)  
6.00 Today.  
9.00 NEWS: Midweek.  
9.45 Serial: Zorro.  
10.00 NEWS: Woman's Hour.  
11.00 NEWS: Crafts.  
12.00 Tomorrow at the Same Time.  
12.00 NEWS: You and Yours.  
1.00 The World at One.  
1.30 Inspiration.

## PICK OF THE DAY

THERE'S A CHANCE to hear the rated English Opera Group Ensemble recording of *Fuoco* - with Edith Sitwell reciting her exotic verse over William Walton's arch score - in *Sound Stories* (11am R3). Noel Coward famously parodied the piece and the Sitwell clan in his revue sketch *The Swiss Family Whittled* but this programme takes a kinder view.

Angela Lambert (right) has very little to say about death in *Lent Talks* (8.45pm R4) but the fact that there's still a taboo about mortality is the chief concern of her candid chat. The Ramp (9pm R4) follows the construction of a microchip fabrication plant in Ireland, a veritable cathedral to new technology.



DOMINIC CAVENTISH

independent of Spain and part of a wider Europe. Joe Farrell reports from Barcelona.  
9.30 Wolf Peter Schreier (tenor) and Karl Engel (piano) perform a selection of works for voice and piano. 10.00 Ensemble. Continuing the celebrations marking the centenary of Francis Poulenc, Penny Gore presents an all-Poulenc edition, including the *Elegie* for horn and piano, a selection of piano pieces played by Kathryn Stott, and the rarely heard Violin Sonata performed by the young French violinist Philippe Graffin and pianist Stephen Coombes.  
10.45 Night Waves. Patrick Wright talks to Kary Mullis, the Nobel Prize-winner for chemistry who is also a geneticist, mathematician, philosopher and surfing survivor of the 60s. His latest book, described as a romp through diverse fields of inquiry, is called *Dancing Naked in the Mind Field*. The programme also includes an exploration of the function and future of the Commonwealth as it approaches its fiftieth birthday.  
11.30 Jazz Notes.  
12.00 Composer of the Week: Copland (R).  
1.00 - 6.00 Through the Night.

**2.00 NEWS:** The Archers.  
**2.45 Afternoon Play:** Women on Love.  
**3.00 NEWS:** Gardeners' Question Time.  
**3.30 First Night:** (R).  
**3.45 This Scattered Isle:** (R).  
**4.00 NEWS:** All in the Mind.  
**4.30 Thinking Allowed.**  
**5.00 PM.**  
**6.00 Six O'Clock News.**  
**6.30 Babylon:** (R).  
**7.00 NEWS:** The Archers.  
**7.15 Front Row:** Mark Lawson with the arts programme, including an investigation into that abiding stereotype - the English eccentric.  
**7.45 The Cry of the Bittern:** An environmental drama by Tim Jackson, with Sean Bean, Rachel Atkins and Marian Varmore. Director Peter Leslie Wild (R3/C3).  
**8.00 NEWS:** The Moral Maze.  
**8.45 Lent Talks:** The Dove Descending. Writers from a variety of religious perspectives offer their views on the Easter story. See Pick of the Day.  
**9.00 NEWS:** The Ramp. Building a state-of-the-art silicon chip plant is the biggest corporate poker game in the world. Peter Day reports on the process at the heart of the new technology. See Pick of the Day.  
**9.30 Midweek Libby Purves** and guests engage in lively conversation.  
**10.00 The World Tonight.**  
**10.45 Book at Bedtime:** Ernest Hemingway Centenary - The Sun Also Rises. John Sharkey reads Hemingway's acclaimed novel, whose protagonist, Jake Barnes, speaks for the Lost Generation of men and

women drifting through a shattered Europe after the First World War (S10).  
**11.00 NEWS:** Truly Madly, Deeply. Written by Julian Dutton. A feast of entertainment from the town they forgot in the 'AA Guide to Weekend Breaks'. With Julian Dutton, Liz Fraser, Peter Hugo-Daly, Stephen Critchlow and Matthew Bell. Special guest Cleo Rocos (4/6).  
**11.15 MacIntosh's Palace.**  
**11.30 Mammom.**  
**12.00 News.**  
**12.30 The Late Book Stories** by Anton Chekhov. (R).  
**12.48 Shipping Forecast.**  
**1.00 As World Service.**  
**5.30 World News.**  
**5.35 Shipping Forecast.**  
**5.40 Inshore Forecast.**  
**5.45 Prayer for the Day.**  
**5.47 - 6.00 Farming Today.**

**RADIO 4 LW**  
(150kHz)  
6.45 - 10.00 Daily Service. 12.00 - 12.04 News Headlines: Shipping Forecast. 5.54 - 5.57 Shipping Forecast. 11.30 - 12.00 Today in Parliament.  
**RADIO 5 LIVE**  
(883.90MHz MW)  
6.00 Breakfast.  
9.00 Nicky Campbell.  
12.00 The Midday News.  
1.00 Ruscoe and Co.  
4.00 Drive.  
7.00 News Extra.  
7.30 John Inverdale's Football Night. Coverage of the first leg of the Champions League quarter-finals, with Manchester United playing host

## INDEPENDENT PURSUITS

### CHESS

JON SPEELMAN

ON SATURDAY I played in an absolutely splendid tournament, an event that is, as far as I know, unique: the fourth edition of the Dutch Open Blitz Championship. Situated in Dordrecht, just south of Rotterdam, with primary sponsorship from the Financial Planning Organisation (FFO) in Rotterdam and additional help from several local firms, this consisted of exactly 200 players including 16 grandmasters, headed by Alexei Shirov, with other players ranging right down to one poor gentleman rated 1,200 - that's 75 BCF - who scored just 4/34.

Yes, 34! For between a little after the projected 10am and 6.30pm when they finished snack on time, they fitted in no fewer than 17 double rounds - in which you play the same opponent with both colours. At a time limit of five minutes each per game that gives 20 minutes' playing time per round, yet these started promptly at 25-minute intervals and there were even a lunch break of 35 minutes and two shorter ones of 20 minutes each later on in the day.

The organisation that achieved this near-impossible feat consisted of 26 people, including the two arbiters; and I was told that they even had two dress rehearsals at a local school hall to ensure the requisite smoothness. With specially written software, the pairings could, once all the results had been entered, be completed in seconds; and these were then displayed on five large screens, strategically placed so that milling around was kept to an absolute minimum.

As you may well imagine, there was a colossal amount of both bloodshed and fun. In the end, it was

Rafael Vaganian, an Armenian now resident in Germany, who ended up clear first on 25/34. He was followed by Tiviakov on 24, Lautier, Baklan and myself on 23.5, Gurevich on 23, Van Wely and Schmalz on 22.5 and Shirov on 22. I was fortunate that in the penultimate round my opponent took my king - the correct procedure was to stop the clocks and claim the game - which in this event was deemed to be an immediate draw!

The games on the top board were recorded on an electronic board. Generally, blitz games often contain tactical errors but can be quite clean positionally. Here is a particularly clean win by Vaganian. After some heavy opening theory he won a pawn and then showed splendid technique.

White: Rafael Vaganian  
Black: Leek van Wely

Neo-Gründel

1 Nf3 Nf6	23 Qe3 Rxc3
2 c4 g6	24 Qxc3 Nc6
3 g3 Bg7	25 Qe3 e5
4 Bg2 0-0	26 Qxb6 Qe7
5 d4 d5	27 Rd5 h5
6 cxd5 Nxd5	28 h4 Rc8
7 0-0 Nf6	29 Bb3 Rc7
8 Nc3 Nc6	30 Qe3 Qf6
9 d5 Na5	31 Qd6 Qxd6
10 Qc2 c6	32 Rxd6 Nd4
11 dxc6 Nxc6	33 Bf1 Rc1
12 Rd1 Bf5	34 Kg2 Rf2
13 a4 Bd7	35 Bc4 Kf8
14 Qe2 Qe8	36 Bb5 Kc7
15 Bc3 Rc8	37 Rf6 Rc7
16 Ract Bg4	38 Rb6 Kg7
17 h3 Bx3	39 a4 bxa4
18 Bx3 Ne5	40 bxa4 f5
19 Bg2 Ne4	41 a5 Rc2
20 Bxb6 axb6	42 a6 Ra2
21 B3 Bx3	43 Rb7+ Kf6
22 Rxc3 Na5	44 a7 1-0

### BRIDGE

ALAN HIRON

HAVING READ somewhere that, if you can see only four defensive tricks against a contract of 3 no-trumps it may pay not to cash them all immediately, East tried what proved to be a highly profitable deception on this deal.

South opened One Heart and North bid Two Clubs. As this response at the Two level promised sensible values, South jumped to 3 no-trumps and all passed.

West led ♠3 (fourth highest), dummy played low, and East's jack held the trick. He continued with the ace of spades and then stopped to think. The spade position was clear to him but, if he continued the suit, the defence would surely have run out of steam after taking their four tricks.

Instead of leading a third spade, East switched to a low heart. South fell for it. On the assumption that East held no more spades, the contract was safe against any distribution. He won the heart in hand and, to guard against four or more clubs with either East or West, led a club and fished dummy's ten. Oh dear! Not only did East turn up with the jack but he was able to produce a third spade as well, for his partner to win two more tricks.

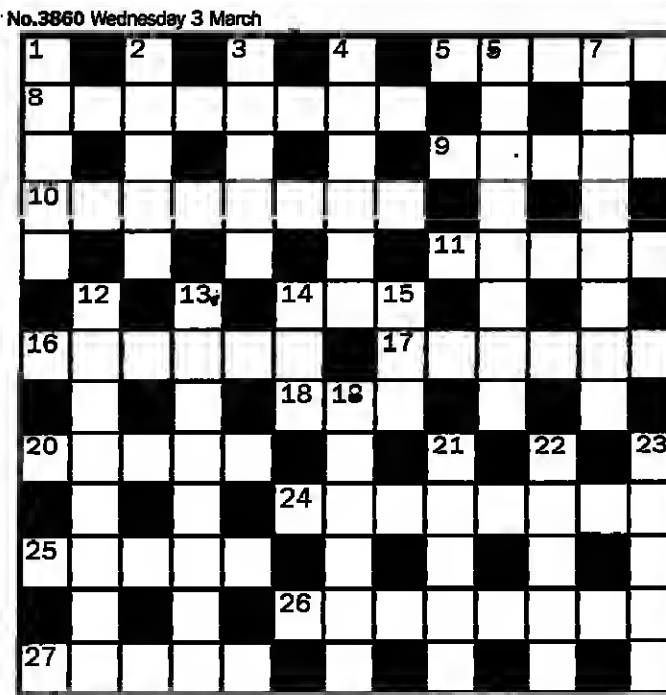
Love all; dealer South

North	South
♠ Q 7 6	♠ A J 2
♥ 9 5	♥ Q 10 8 4
♦ 8 7 2	♦ 10 6 4
♣ A K Q J 10 9	♣ J 8 3
West	East
♠ K 8 5 3	♠ A J 2
♥ J 2	♥ Q 10 8 4
♦ 9 5 3	♦ 10 6 4
♣ 6 5 2	♣ J 8 3
South	North
♠ 10 9 4	♠ A K 7 6 3
♥ A K Q	♥ 7 4

As you can see, if the defenders had started by cashing their four spade tricks, there would have been no reason at all for South to take what he thought was the safety play in clubs.

Warning! This sort of defence may not be a good idea against moderate opposition in pairs play. The cunning defence may see declarer, without a care in the world, simply cashing his 10 tricks to leave you with very few match points...

## CONCISE CROSSWORD



- ACROSS**
- Love affair (5)
  - Be untruthful (4,4)
  - Staff of life (5)
  - Widespread outbreak of disease (8)
  - Tobacco leaf rolled for smoking (5)
  - Large deer (3)
  - Yacht berthing area (6)
  - Young bird (6)
  - Tease (3)
  - Saying (5)
  - Danger (8)
  - Broadcast (2,3)
  - Refusal to face reality (8)
  - Punctuation mark (5)
- DOWN**
- Horse (poet) (5)
  - Tartan cloth (5)
  - Shumber (5)
  - Forgivable (5)
  - Wedding (8)
  - Unexpectedly (8)
  - Spanish dance (8)
  - Flag-waving (8)
  - Attention (3)
  - Barrel (3)
  - Disinclined (6)
  - Throwing weapon (5)
  - Rail transport (5)
  - Member of small race (5)

**Solution to yesterday's Concise Crossword:**  
ACROSS: 1. Sharper, 3. Roars (Chaperones), 5. Urrll, 9. Numeral, 10. Neutragia, 12. Dab, 13. Docker, 14. Cajoie, 17. Lax, 18. Means test, 20. Gainsay, 21. Niche, 23. Tiger, 24. Redited, 25. Spum, 26. Act, 3. Polistic, 4. Reunge, 5. Rumba, 6. Aerodrome, 7. Soluble, 11. Unceasing, 13. Delight, 15. Arsenic, 16. Lawyer, 18. Miser, 19. Treas, 22. Cat.

## SATELLITE AND CABLE

### PICK OF THE DAY

DIRECTORS RARELY make the same film twice, but LA Takedown (10pm FilmFour), a made-for-TV drama by Michael Mann (*Miami Vice*, *The Last of the Mohicans*), proved to be the template for his later release, *Heat*. Surprisingly, many critics judged the earlier work to be superior. Michael Rooker and Scott Plank take the roles later to be filled by Robert De Niro and Al Pacino of a dedicated cop who finds himself obsessed by

the work of a master criminal. Tom Cruise (right), occupied for the past two years by the filming of Stanley Kubrick's ultra-secretive *Eyes Wide Shut*, has not released a movie for some time. For all that, such films as *Jerry Maguire* and *Mission: Impossible*, ensures his status as Hollywood's top star. His work is examined in today's Action Heroes (2.15pm Sky Moviesmax).



JAMES RAMPTON

**SKY PREMIERE**  
6.00 Shaughnessy (1996) (6143574). 7.45 Carpool (1996) (730338). 8.35 Carnalal Fever (1989) (5609609). 11.00 Burning Secret (1988) (2052). 1.00 Little Dorrit: No-body's Fault (1987) (829089). 4.00 Shaughnessy (1996) (473). 6.00 Carpool (1996) (30964). 7.30 Barry Norman's Film Night (1998). 8.00 Daylight (1989) (6088). 9.00 Blood and Wine (1997) (10057).  
11.45 The Crossing Guard (1995) (22425). 1.40 The Big Man (1990) (65478). 3.35 - 6.00 Hotel Sorrento (1996) (4426227).  
**SKY MOVIESMAX**  
7.00 Movie Magic (1960s). 7.30 Action Heroes (1983/97). 8.35 Farnham Fables (2595048). 9.00 Flipper (1996) (48574). 11.00 And Baby Makes Six (1979) (20670). 1.00 Movie Magic (1960s). 1.30 Farnham Fables (1983/97). 2.15 Action Heroes (1983/97). 3.00 See Pick of the Day. 3.30 They Won't Believe Me (1947) (53690). 5.00 And Baby Makes Six (1979) (39425). 7.00 Flipper (1996) (48574). 8.30 E! News Week in Review (2283). 9.00 A Change of Heart (1997) (1775). 11.00 Twist of Fate (1993) (47788). 12.40 Back in Business (1989) (54889). 2.45 Cover Me (1979) (72630). 3.30 Denzel - Omen II (1979) (25273). 5.40 - 7.15 They Won't Believe Me (1947) (53690).  
**SKY CINEMA**  
4.00 Magic Town (1947) (749057). 6.00 Jet Pilot (1957) (28916). 8.00 Breakout (1979) (289465). 10.00 The Towering Inferno (1974) (735425). 12.45 Creel (1983) (204732). 2.45 Heat and Dust (1983) (1057655). 4.30 Berlin Express (1948) (504588). 5.35 Close.  
**FILMFOUR**  
6.00 The Train (1955) (228139). 8.15 The Driver (1978) (82960). 9.45 Joyride (1982/84). 10.00 LA Takedown (1989) (857203). See Pick of the Day. 11.40 Le Cerveau Rouge (1970) (502052). 2.00 Point Break (1991) (702432). 4.00 - 6.00 L'Accompagnateur (1982) (52910).  
**DISCOVERY CHANNEL**  
4.00 Flying Adventures (1948/83). 4.30 Walker's War (1947/87). 5.00 Time Travelers (504723). 5.30 Terra X (14823). 6.00 Wildlife SOS (145232). 6.30 Adventures of the Queen (1983/97). 7.30 The Quest (1972/88). 8.00 Arthur C. Clarke's Mysterious Universe (1986/95). 8.30 Creatures Fantastic (1982/82). 9.00 Searching for Lost Worlds (1987/95). 10.00 On the Trail of the New Testament (1985/97). 11.00 Navy SEALs - the Silent Ops (1984/92). 12.00 The Curse of Turkmenmen

**SKY SPORTS 1**  
7.00 Sky Sports Centre (1983/97). 7.45 World Wrestling Federation - Livewire (1997/97). 8.15 You're on Sky Sports (1997/97). 8.30 Racing News (52715). 9.00 Aerobics - O-Zyle (7683). 10.00 Inside Scottish Football (1997). 11.00 Max Power (1993/98). 12.00 Aerobics - O-Zyle (3295). 12.30 Premier Snooker League (1975). 2.30 Farnham Fables (1983/97). 3.00 Inside Scottish Football (1997). 4.00 Superbouts (1997/97). 4.30 The Making of James and the Giant Peach (1973/97). 5.00 World Wrestling (7203). 6.00 Sky Sports Centre (1185). 6.30 Unbelievable

**SKY SPORTS 2**  
7.00 Aerobics - O-Zyle (56775). 7.30 Sky Sports Centre (372257). 7.45 Racing News (76222). 8.15 Farnham Fables (1983/97). 8.30 Sky Sports Centre (56775). 9.00 Fish TV Ultimate Fishing Show (1997/97). 9.30 Fish TV Fishing Tales (1997/97). 10.00 Sports Unlimited (76222). 11.00 Golf: LPGA (297133). 1.00 Golf Extra (14435). 4.00 Snowboarder Magazine (76818). 4.30 Moto Cross (297133). 5.30 Motor Sport (1987/97). 6.00 Watersports (1987/97). 6.30 Fish TV Fishing Tales (1997/97). 7.00 Motorsport World (228583). 11.00 Cycling (329323). 11.30 Farnham Fables (1983/97). 1.00 Motor Sport (373325). 1.30 Unbelievable Sports (52229). 2.00 Sky Sports Centre (764058). 2.45 Close.  
**SKY SPORTS 3**  
12.00 World Wrestling (1993/97). 1.00 Fish TV Ultimate Fishing Show (1997/97). 1.30 Fish TV Fishing Tales (1997/97). 2.00 The Entertainers (1974/97). 2.30 Superbouts Virgil Hill vs Jean-Marie Embre (1943/97). 3.00 Motor Racing: NASCAR Busch-Carolina Speedway (2750360). 3.30 Powerboat and Jet Sport World (1443552). 4.00 Figure Skating (297280). 5.30 European Tour Weekly (1443888). 6.00 Cycling (1443579). 6.30 Fish TV Fishing Tales (1443579). 7.00 Fish TV Ultimate Fishing Show (1997/97). 7.30 Sports Unlimited (1997/97). 8.00 Rugby League World (1997/97). 8.30 Sky Sports Centre (460138). 3.45 Close.  
**UK GOLD**  
7.00 Crossroads (1983/95). 7.30 Neighbours (1983/95). 7.55 The 12th Hour (1983/95). 8.30 The 12th Hour (1983/95). 9.00 The 12th Hour (1983/95). 9.30 The 12th Hour (1983/95). 10.00 The 12th Hour (1983/95). 10.30 The 12th Hour (1983/95). 11.00 The 12th Hour (1983/95). 11.30 The 12th Hour (1983/95). 12.00 The 12th Hour (1983/95). 12.30 The 12th Hour (1983/95). 1.00 The 12th Hour (1983/95). 1.30 The 12th Hour (1983/95). 2.00 The 12th Hour (1983/95). 2.30 The 12th Hour (1983/95). 3.00 The 12th Hour (1983/95). 3.30 The 12th Hour (1983/95). 4.00 The 12th Hour (1983/95). 4.30 The 12th Hour (1983/95). 5.00 The 12th Hour (1983/95). 5.30 The 12th Hour (1983/95). 6.00 The 12th Hour (1983/95). 6.30 The 12th Hour (1983/95). 7.00 The 12th Hour (1983/95). 7.30 The 12th Hour (1983/95). 8.00 The 12th Hour (1983/95). 8.30 The 12th Hour (1983/95). 9.00 The 12th Hour (1983/95). 9.30 The 12th Hour (1983/95). 10.00 The 12th Hour (1983/95). 10.30 The 12th Hour (1983/95). 11.00 The 12th Hour (1983/95). 11.30 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## Channel 5

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**1943.00 Nick's Quack** Nick Esler is the latest presenter to ditch the myth that women have no exclusively "housewife" reading material. His report is from Costa Rica. (S) (W) (6286283).

**1943.00 Switched at Birth** Meds-for-television drama - Yvonne can generally get by this title - based on the true story of two Florida girls who were taken home by the wrong parents and raised in the wrong households for a period of 20 years. The director, Nathan Hart, coming up (S) (W) (6737353).

**1943.00 Rambo III** (Peter MacDonald 1988 US). The third and last in the Rambo series continues the deterioration of the hero in part two as Sylvester Stallone battles Soviet invaders in Afghanistan. He's been to Thailand to learn about Buddhism, grown his hair a bit, and is holed up in a monastery - one reviewer at the time described his operativeness as "a Cernogorvo Christ with pecs." But when the call comes to rescue his former Vietnam commanding officer, Stallone can't resist. It's not grown up and it's certainly not clever. (7553950).

**1943.00 Melinda's Big Night In** (S) (7913278). **12.40 UK** New (S) (4888810). **10** Ice Hockey: St. Louis Blues vs. Chicago Blackhawks (S) (6472052). **4.40** The Movie Chart Show (R) (S) (6285922). **5.05** Movie On Up (R) (S) (6219131). **5.30** 100 Per Cent (R) (S) (6008433). To dem.

TELEVISION GUIDE BY PETER CONNITH

**As Good as It Gets**

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Tonight on  
McDonald's